

*Agent at
Salem*

AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXIV

ROCHESTER, N. Y., JULY, 1921

No. 1

Painesville Nurseries

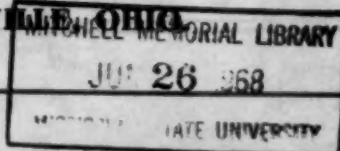


The Storrs & Harrison Company

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1854

NURSEYMAN FLORISTS SEEDSMEN
PAINESVILLE, OHIO

45 Greenhouses
1200 Acres



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ROSES and PEACHES
are
Our Leaders

A Complete Variety List
of
Fruit Trees, Ornamental Trees,
Shrubs, Perennials,
Evergreens.

Lowest Prices Consistent With Quality

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THE GENEVA NURSERY

1000 Acres GENEVA, N. Y. 74 Years

A Complete Variety OF Nursery Stock

60,000 Norway and American Elm,

fine stock in car lots or less.

C. M. HOBBS & SONS

BRIDGEPORT,

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YOU WANT QUALITY and WE OFFER IT IN

ORNAMENTAL SHRUBS
BARBERRY THUNBERGII, 3 yr.
CALIFORNIA PRIVET
APPLE, 2 yr. BUDS
PEACH, EXCELLENT ASSORTMENT
RHUBARB
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MULTIFLORA JAPONICA ROSE SEEDLINGS
BARBERRY THUNBERGII AND AMPELOPSIS VEIT-
CHII SEEDLINGS
ROSES, H. P. AND CLIMBING

In addition to the above stock we have a complete line of nursery products including Pear, Plum, Cherry, Quince, Ornamental Trees, Vines, Small Fruits, Evergreens, etc.

see our important fruit stock ad on page 4

C. R. BURR & COMPANY,
MANCHESTER, CONN.

Princeton Products are Ornamental

Trees, Shrubs and Evergreens of high
grade for the wholesale trade

Princeton Nurseries

Princeton in New Jersey

July first

1921

The Monroe Nursery

Established 1847

Offers a fine stock of
Cuthbert Raspberries
Spirea Van Houtte
Other Ornamental Shrubs

Will be pleased to quote on your list of wants

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MONROE, MICH.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated
Graft and Stock Plants and Firmers

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns which Specialize in Production of Young Stock, Including That Which Has Heretofore Been Imported

The American Plant Propagators Association, Organized in 1918, Will Hold Its Third Annual Meeting in Chicago, Ill., June 22, 1921. Membership Open to All American Propagators, F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

Complete Stock of
YOUNG EVERGREENS
ALSO
Trees, Shrubs and Vines
for lining out
Write for Wholesale Price List.
THE D. HILL NURSERY CO., Inc.
Evergreen Specialists, Dundee, Illinois.
Largest Growers in America. Box 402

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★ **STAR ROSES**
Oak Brand Shrubs
American Pedigree Cannas
The **CONARD** ★ **WEST GROVE,**
C & JONES CO. Penna. U.S.A.
ROBERT PYLE, Pres. A. WINTZER, V-Pres

MY SPECIALTY IS
Moore's Early Grape Vines
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I plan to produce a superior quality during the coming year. Due announcement will be made when stock is ready.

Fifty Years a Nurseryman
CHARLES M. PETERS, Salisbury, Md.

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SEEDLINGS and TRANSPLANTS
FOR LINING OUT
WRITE FOR OUR PRICE LIST
THE NORTH-EASTERN FORESTRY CO.
"WE GROW OUR OWN TREES."
CHESHIRE, - - - CONN.

BERRY PLANTS
FOR FALL 1921
Cuthbert, Marlboro, St. Regis, Herbert, Idaho, June, Cumberland, Gregg and Plum Farmer raspberries.
Snyder and Blowers blackberries.
Potentilla fruticosa, Rubus odoratus, Celastrus scandens, Ampelopsis quinquefolia and native ferns and flowers.
Send want list early.
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PUTNEY, VERMONT

ESTABLISHED 1866
Naperville Nurseries
— Growers of —
TREES EVERGREENS
SHRUBS PERENNIALS, Etc.
LINING OUT STOCK
NAPERVILLE, ILL.
TELEPHONE, NAPERVILLE NO. 1.

SHRUBS - - TREES
A General Line of Ornamentals.
YOUNG STOCK—For Nursery Planting
We were among the first to produce our own goods. We are making young plants for others—why not for you?
Grown Right—Dug Right—Packed Right
AURORA NURSERIES
AURORA, ILL.

THIS SPACE
\$5.00 Per Month
Under Yearly Term
Including publication also in the
"American Nursery Trade Bulletin."
Thus Covering the Trade

EVERGREENS
Seedlings—Transplants—Cuttings
grown under glass
MILLIONS OF THEM
Also a list of Apple, Shade Trees, Hedgeplants, Shrubs, Vines, and Peony
Send for our latest wholesale list.
SHERMAN NURSERY CO.
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Twice-a-month
Nursery Trade Publicity
On the 1st and the 15th
AMERICAN NURSERYMAN
NURSERY TRADE BULLETIN

LINING OUT STOCK
FALL 1921
And
SPRING 1922

ONARGA NURSERY COMPANY
CULTRA BROS., Mgrs. Onarga, Illinois

Bobbink & Atkins
Complete collection of Choicest Evergreens.
Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.
Boxwood, Bay Trees, Euonymus, etc.
Hardy Herbaceous Plants.
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To secure your Lining Out Stock. We have a dandy bunch of Nut Seedlings; Pecans; English, Japan and Black Walnuts; Butternuts; Shellbark, Butternut and Pignut Hickory; American Hazelnut; Oaks in Variety. Trifoliate orange, Magnolia acuminata and a nice lot of other seedlings and shrubs.
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BERLIN, MD.

Little Tree Farms
AT FRAMINGHAM, MASS.
Millions of Evergreens and Deciduous trees
Complete in grades and sizes.
WRITE FOR PRICE LIST
Firs, Junipers, Arborvitae, Pines, Spruces, Maples, Ash, Oaks, Lindens, Elms, Etc.
AMERICAN FORESTRY CO.
18 Beacon Street, BOSTON, MASS.

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PROSPECTS are GLOOMY
For North Carolina PEACH PITS
For fall shipment 1921

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Pomona, N. C.

105 Years in the Nursery Business

GENERAL STOCK—Our propagation includes apple, peach, pear, plum, cherry, apricot, quince, grape vines, all small fruits, shade trees, shrubs, climbers, roses, garden roots, etc.

. . . SPECIAL . . . A Big Stock of Quality Shrubs

Everything is grown in large quantities. Our grades are dependable and we are generally prepared to quote to nurserymen nearly everything we offer to the retail trade, and prices are always in line with those of other reputable growers.

We will be glad to have a list of your requirements for the coming season. Doubtless there are some things that you can use that we have in surplus. Can also ship from our branch plants: Marionville, Mo.; Farmington, Ark.; Dansville, N. Y.; North Girard, Pa.; and Vincennes, Ind.

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Nurseries and Orchards Co.,
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Will be better if grown on our Imported
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WE OFFER THE BEST IN

PEAR SEEDLINGS, TRANSPLANTED
APPLE SEEDLINGS, TRANSPLANTED
APPLE SEEDLINGS, SOWN
MYROBOLAN PLUM SEEDLINGS, TRANSPLANTED
MAHALEB CHERRY SEEDLINGS, TRANSPLANTED
QUINCE CUTTINGS, ROOTED
MANETTI ROSE STOCKS

*We guarantee satisfaction and as low
a freight rate as can be had
from Angers, France.*

Wire or write for quotations.

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MANCHESTER CONN.

PRODUCING AND SELLING

Amundson Sphagnum Moss

is our business. We supply Nurserymen and Florists all over the U. S. with dry, clean, high grade sphagnum moss, direct from the sphagnum bogs of Central Wisconsin.

We sell carlots or less, for delivery now or later, at prices which it will profit you to learn.

Write for full information and quotations.

A. J. AMUNDSON COMPANY

Box 2

CITY POINT, WISCONSIN

Vincennes Nurseries

W. C. REED & SON, Prop., VINCENNES, IND.

We Are Pleased to Offer the Following for Fall 1921

Cherry One Year 11-16 Up.
Cherry One Year 9-16 to 11-16.
Cherry One Year 7-16 to 9-16.
Sweet Cherry One Year 5 to 7 feet.
Sweet Cherry One Year 4 to 5 feet.
Sweet Cherry One Year 3 to 4 feet.
Japan Plum One Year all grades on Plum and Peach Roots.
European Plum One Year on Plum Roots.

Hansen Hybrid Plum One Year on Americana Roots.
Apricots One Year all grades.
Peach One Year leading varieties.
Pear Std One and Two Year all grades mostly Kelfer & Garber.
Apple 2 Year also One Year Cut Backs leading kinds.
We have no 2 year Cherry to offer but our One Year promise to be extra fine and will certainly please your Trade.

BULBS

Imported — Domestic — Cold-Storage



For every month in the year we have something to offer. Our "44" years reliable dealings should be your guide when ordering

*Write for Latest
Price List*

Vaughan's Seed Store
CHICAGO NEW YORK

AMERICAN NURSERYMAN— JULY, 1921

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earlior operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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The
Preferred
StockThe
Preferred
Stock

Special Notice

To Invite Your Attention to a Few Specialties, Usually Scarce But Available This Season in Larger Quantity

ARISTOLOCHIA SIPHO (Dutch Pipe)
DIELYTRA SPECTABILIS (Bleeding Heart)
STANDARD ROSES
STANDARD HYDRANGEA P. G.
OFFICINALIS PEONIES
PAUL'S SCARLET THORN

Of course we have our usual good assortment of Roses, Shrubs, Vines, Perennials, Fruit and Shade Trees, and would expect to sell scarce items in assortment with more plentiful stock.

LET US FIGURE WITH YOU

Jackson & Perkins Company
NEWARK, NEW YORK STATE

The
Preferred
StockThe
Preferred
Stock

WE THANK YOU

For the business you gave us this Spring. We appreciate your trade and will try and please you on stock you wish for Fall 1921.

We also want to brag a little on our lining out stock. We believe it is the best in the United States. While at the Convention run down and see for yourself. Visitors always welcome.

ONARGA NURSERY COMPANY
CULTRA BROS., Mgrs. ONARGA, ILLINOIS

RICE BROTHERS CO.
GENEVA, N. Y.

**A General Surplus on
Fruit Trees, Ornamental Trees,
Shrubs and Roses**

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C. M. GRIFFING & CO.

420-21-22 Duval Bldg.

JACKSONVILLE, FLA.

WE ARE better prepared than ever to furnish your Rose Stocks for next season, or contract to grow Roses for you in any quantities wanted. If given an opportunity, we can without doubt save you money, if you have been buying imported stock, give you a better grade of plants, and eliminate the possible delays, disappointments and troubles always present when importing.

WE ALSO GROW A GENERAL LINE

Of Fruit and Nut Trees and Ornamental Plants for the Trade.

We are especially prepared to furnish for delivery next Fall, Winter or Spring, Japanese Plums grafted on Marianne plum stock.

We would appreciate the opportunity of quoting on any stock wanted for shipment next season.

Chief Exponent of the American Nursery Trade The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,
39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00
Canada and abroad : 50 cents extra per year

ADVERTISING RATE, \$2.50 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

American Nurseryman

The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol. XXXIV

ROCHESTER N. Y. JULY, 1921

No. 1

Forty-Sixth Annual Convention of American Association

The forty-sixth annual convention of the American Association of Nurserymen was held at Congress Hotel, Chicago, Ill., June 22-24, according to program, President Lloyd C. Stark presiding. After an invocation by Rev. Mr. Johnson and a welcome to Chicago by a representative of the Chicago Association of Commerce, J. W. Hill, of Des Moines, Iowa, introduced Hon. Edwin T. Meredith, recently Secretary of Agriculture. Mr. Hill took this opportunity to speak modestly of the great claims of Iowa to world-wide recognition, and in reviewing briefly some of his state's noted resources, remarked: "Why, gentlemen, the farmers of Iowa go out before breakfast and pick up eggs their poultry flocks laid to a value greater than the entire citrus industry of California!"

"Do you know," continued Mr. Hill, "that of the four Secretaries of Agriculture three have come from Iowa: Wilson, Meredith and Wallace?"

Former Secretary Meredith, editor of *Successful Farming*, presented in the compass of a comparatively short address a fund of information of the greatest value to the Nurserymen of the country. He said that when he undertook the duties of the head of the Department of Agriculture in Washington and endeavored to elicit the active support by the general public of the Department and its subsidiary bureaus and experiment stations he was met by the statement on the part of business men and citizens generally that they were not interested "because they were not farmers."

"Yet," said Mr. Meredith, "there is not a resident of the United States who is not directly dependent upon the Department of Agriculture for comfort, welfare and necessities of life. The meat you had for breakfast is wholesome because of the supervision by the U. S. Bureau of Animal Industry. The wheat in your cakes would never have been grown had it not been for earnest men in the Department of Agriculture in preventing crop failure. Your auto tires would not have been made had it not been for an earnest man who brought to this country Egyptian cotton and created an industry which amounts now in value to \$20,000,000 a year."

Work of U. S. Department of Agriculture

"The U. S. Department of Agriculture has 20,000 employees covering the entire country. Four thousand of these are in Washington. No doubt some of you Nurserymen are thinking of the soft snap these employees have, yet I say to you I never came in contact with a more earnest set of employees at smaller salaries—men and women who could on an hour's or a week's notice get a larger percentage of pay in some other line of endeavor. There is one man who receives \$4500 per year, that is the limit of salary outside of Secretary and Assistant Secretary. That man is an expert who has refused offers of \$6,000 per year, \$8,000 per year, \$10,000 and \$13,000 per year, because he is so deeply interested in the work he is doing in the Department.

Your butter bill—that is, of the nation—is a billion dollars a year. The product is of the high grade and the supply is uniform largely because of the activities of the bureau over which this man has charge. New and valuable processes are being continually devised in this bureau. Recently a process has been discovered for making in this country as good Rochefort cheese as has been imported. This is a cheese which after it has been made is set aside to spoil. If it spoils right, it is Rochefort cheese; if it spoils wrong, it is something else! We are importing \$18,000,000 worth of dairy products. If you could get the people to spend that amount of money additional for Nursery products, you'd notice it. Well, if we can learn, through such an expert as this employee at \$4,500 per year, how to produce in this country that which we think it is necessary to import, that amount would be retained at home. You Nurserymen have got to get your returns from the surplus the people have over expenditures for other necessities. Yet this expert came to me, with tears in his eyes and said: "Mr. Meredith, Congress lopped off another \$50,000 and I cannot accomplish what it seems highly advisable to do. My plans are seriously interfered with." What is a matter of \$50,000 for such work when the country's butter bill is a billion dollars a year?

"There are seventeen bureaus in the Department, and 42 laws, having to do with regulatory work," continued Mr. Meredith. "I suggested that provision be made for a director of regulatory work at a salary of \$7,500 a year to co-ordinate the work of these seventeen bureaus and run them on a business basis. There are seventeen bureaus having to do with research work, including the work of 48 experiment stations, one in each state. The work of this character done in Washington is more than that of all the states combined. Each state experiment station has a director. Why should there not be one in charge of the work in Washington? I asked that one be provided for also at a salary of \$7,500 per year. The house decided to give us two at \$5,000 each. Over in the Senate they said they would give us one and asked which it should be. In the same Bill there was a provision increasing the appropriation for free seeds from \$190,000 a year to \$380,000 a year!"

Government Waste

"Five hundred thousand copies a year of the Year Book of the Department of Agriculture are printed by Congressional order. Thirty thousand is the number the Department can use. The people pay the bill for the surplus amount not only in taxes but in what they might get in value if otherwise expended.

"If the farmer can get more for his wheat you Nurserymen will take more Nursery orders. Some long-haired scientist in the Department found that farmers of the country through a mistaken notion about seed corn, were planting each year seed which produced corn which would not keep in preserv-

ing cans. We are saving \$14,000,000 a year on hog cholera prevention, due to the activities of the U. S. Department of Agriculture, the farmers of this country are going to take out of the soil this year \$20,000,000. They are going to spend it for Nursery stock and other things.

"Though there are 5,000 to 6,000 changes in employees of the Department, there is only one appointment which I made outside of the civil service: it is the only one which can be so made—that of Assistant Secretary. Thirteen men were offered the position before one could be found who would take it, at a salary of \$5,000 per year. The one man I appointed was a republican. I'd like to say, as a citizen, that I mailed the name of Mr. Ball in a report to President Wilson and his O. K. came back within an hour. And I had told the president that my appointee was a republican! There was a Post Office vacancy in Governor Cox's own state. President Wilson was told that the man at the head of the available list was a republican and was asked if this man should receive the appointment.

"Why not?" was Mr. Wilson's reply. President Wilson repeatedly declared that never could a wrong thing be done by doing the right thing. When told that a political campaign was on in a district where it was proposed to appoint a republican, Mr. Wilson declared that no campaign is to be recognized when it comes to a question of right or wrong.

Suggestions to Nurserymen

"The plea I want to make is that politics has no place in matters of this kind; and that therefore those who have the interest of the country at heart should uphold those who in the Department of Agriculture are working wholeheartedly for the people of the country. Let us be broad-minded. President Harding is as much my President as he is that of the most ardent Republican in this room."

In closing Mr. Meredith read a letter from Dr. Fairchild of the Plant Introduction Office showing the importance of the work of that office and its direct bearing upon the interests of Nurserymen.

Mr. Meredith suggested to Nurserymen that they follow up each sale with a lively interest for two or three years, asking at proper season if the purchaser had pruned the stock purchased, and again at proper season if he had sprayed the stock according to schedule provided; and inquiring whether the purchaser had forgotten to protect stock when winter was coming on.

The Chicago representative of the Chamber of Commerce of the United States of America, addressed the convention briefly, urging the Association to keep up to date by embracing modern methods of standardization, cost accounting, etc. He said that due to aggressive effort most trade organizations had generally corrected trade abuses within their own organizations and that today the number of those trade organizations whose members were doing what they ought not to do was very small. He said that Sec-

retary Hoover had taken a deep interest in the subject of trade organization work on high lines. "What of your future as an organization? I believe you will find it well to know yourselves; to study problems which need to be attacked; you can do the work better than can any outside agency."

A. M. Augustine, chairman of the committee on arrangements, reported that the work of the committee was in evidence and that if any change were desired at any point the committee would be glad to endeavor to make it. The statement by President Stark that he believed that all arrangements were eminently satisfactory was echoed by the members and the committee was praised for its work.

Henry B. Chase, chairman of the program committee reported that there was nothing to add to the program as published, but that minor changes might be made to suit the convenience of the members or the progress of the work in hand. He expressed appreciation of the work of Secretary Watson in aiding the committee to procure the attendance of the able speakers at the opening session.

Quarantine 37

In the absence of Dr. Marlatt, chairman of the Federal Horticultural Board, an address was made by Dr. Kellerman, a member of the board, on "The Future as to Fruit Tree Seedlings." He said it was not possible for the board to say just what is the future in this respect—as to any particular kind of stocks or as to whether regulations would be more or less general or restrictive. It was the object of Quarantine 37, he said, to secure as great protection as possible to American agriculture and horticulture with the least injury to commercial interests. The regulation on fruit tree seedlings is the most liberal of any. At any time some unusual danger might require more drastic measures. A growing interest in the production of fruit tree seedlings in this country was noted. Dr. Marlatt has been inclined to be skeptical as to the claims for improvement in the condition of foreign seedlings sent to this country. He believes that lack of skill and of funds at points of export has been responsible for the passing by foreign inspectors of seedlings which have been criticised by the board upon arrival in this country. The serious losses which have occurred seem fully to warrant the stand taken by the board. The ravages of the Japanese beetle, the Mexican beetle and the camphor scale are illustrations. Whether fruit tree seedlings are to be given a permanent right of way, or whether there are to be greater limitations remains to be seen.

"I think," said Dr. Kellerman, "that we must look for a gradual decrease—possibly a rapid decrease—in the amount of importation. I think we may be obliged to limit importations to what is needed for propagation only. In the long run I believe such action would not work serious harm to the majority."

In the matter of pine tree rust, Dr. Kellerman said, the board had enjoyed the sympathetic co-operation of the Nurserymen from the beginning. It is the purpose to work closer and closer with the men who are commercially interested. The board will welcome suggestion or criticism; it would prefer to have criticism made to it directly rather than through publications. "We would endeavor," he said, "either to show why a change in regulation cannot be made, or to seek to make the change. We have given much thought to the blister rust.

The division of the country roughly into an eastern and a western half seems to be as effectual as may be. No line can be drawn without some injury in individual cases. We must always try to find the line of least injury. At any time you feel that a quarantine is failing in its purpose, either as being no longer necessary, too drastic or not drastic enough, let us know."

President Stark's Comment

President Stark—"In the early days there was more difference in opinion on the subject of quarantines, between this Association and the federal and state authorities. I am pleased to note that there now exists a spirit of confidence and co-operation. We, as Nurserymen are trying to work with the authorities. There are differing views yet, but I am sure the Department of Agriculture will relieve us, when it can of quarantines and not place them when they can be avoided. I hope our members will visit the offices of the Department in Washington and obtain the direct information, the lack of which in the past has caused misunderstandings."

L. B. Scott, U. S. Department of Agriculture, Washington, D. C., in charge of federal government investigation of soils and locations for the propagation in this country of seedlings and young stock heretofore imported, under a federal appropriation of \$20,000, addressed the Association on the progress of his work, which is an outgrowth of the establishment of Quarantine 37. It was partially through the efforts of the Association that the appropriation was secured. An equal amount has been assured for the fiscal year beginning July 1, 1921. A small part of the appropriation has been diverted to the use of the Bureau of Plant Introduction in connection with the introduction of new types of plants from abroad. The bulk of the appropriation is at the disposal of the Bureau of Horticulture, of which Prof. L. C. Corbett is the head. Investigations under this appropriation were begun in European fields; they have been continued in the Atlantic states, the South, Southwest, Middle States and Pacific Coast, and will soon be conducted in New York and New England.

Government Aid on Propagating

"The purposes of the investigation have been directed toward studying soil types; what aid may be expected from Nurserymen; what is the attitude of Nurserymen toward the endeavor to produce in America young stock heretofore imported; and what is most important, to secure expressions in regard to a few of the outstanding stock problems in this country. There is no doubt that stocks can be grown in several parts of this country, but it is yet to be determined whether we can grow as good or better stocks than those in some cases which have been imported. Some Nurserymen are doing their own propagating. The attitude of the Nurserymen is very favorably evidenced by the provision of a committee of this Association to co-operate with the Department: Messrs. J. H. Skinner, H. H. Hume, Robert Chase, Thos. Rogers, F. O. Wiggins, J. F. Jones and Homer Reed. Everywhere I have gone the Nurserymen have been very frank in discussion. Not once was the old bugaboo of a trade secret raised. I am convinced that at present the outstanding problem is the improvement of America-grown apple stock. I believe that at present activities should be centered upon one or more phases of the general subject, and that the work should not be scattered. There are a few things as to apple which we are trying to do. We are

raising comparative blocks in Kansas, Iowa, Washington, Minnesota and Pennsylvania. It is the purpose to continue this for several years on different types. If the French crab is the thing, then what? Fifteen varieties are being tried out in one place; some thirty in another. It is a long time proposition but we believe it is the only way."

Blister Rust

Mr. Detweiler, of the U. S. Department of Agriculture, who is in special charge of blister rust investigation, explained his work. He spoke highly of the practice of some Nurserymen who announce in their catalogues that currants and gooseberries cannot be sold in the western states. Dr. Kellerman added that there had been a hundred violations of the quarantine provisions; that six convictions had been entered and that several cases were pending. "We do not want to bring many into court," said Dr. Kellerman. "We do not want to fine them. Can you think of any way to make the quarantine efficient?"

Adolf Muller moved that the incoming president appoint two committees: One to co-operate with S. P. Detweiler in a compilation and distribution of abstracts of laws governing the shipment of Nursery stock, federal and state; the other to co-operate generally with the Federal Horticultural Board in working out methods for enforcing the quarantines.

George C. Perkins suggested that information compiled by the New York State Department of Agriculture might be of aid to the committees.

Edward N. Hurley, formerly chairman of the Federal Trade Commission, who was to have addressed the Association, was unable to be present.

President Stark at this point delivered the annual address of the president. His recommendations were referred to a committee upon motion of J. W. Hill.

Traffic Matters

Traffic Manager, Charles Sizemore, presented this report of the Traffic Department of the A. A. N.

Traffic Department from July 1st, 1920 to June 30th, 1921

Loss and damage and overcharge claims collected for the membership as follows:

Allen Nursery Company	\$ 35.62
Aurora Nursery Co.	32.73
Bay State Nurseries	450.90
Bloodgood Nurseries	28.13
Breck-Robinson Co.	43.49
Brown Bros. Co.	120.70
Bryant's Nurseries	71.92
Burns City Nursery	74.00
Burr & Co., C. R.	29.30
Capitol City Nursery	99.07
Champion & Co., H. J.	97.92
Chandler Landscape & F.	167.81
Chase Co., Benj.	27.18
Chase Bros Co.	1067.00
Clinton Falls Nursery	20.18
Cornbelt Nur. & F. Assn.	14.76
Des Moines Nur. Co.	376.15
Dixon, F. W.	3.48
Drummond, W. A.	1.26
Durant Nursery Co.	2.08
Frazier Nur. Co.	.76
Garrett & Son, F. B.	298.75
Graham Nursery Co.	1414.50
Hallman, W. S.	616.34
Hamilton-Cross Co.	204.95
Hartung Bros.	42.50
Hill Nursery Co. D.	210.85
Hillmeyer & Son, H. J.	58.11
Hobbs & Sons, C. M.	300.00
Holm & Olson	2.60
Home Nursery Co.	565.14
Jackson & Perkins Co.	457.39
Jewell Nursery Co.	55.52
Kelsey Nurseries	589.34
Marshall Bros.	9.71
May Seed & Nur. Co.	214.67
Meehan Co., Thos. B.	208.00
Mount Arbor Nurseries	120.25

Mount Hope Nurseries	450.29
Naperville Nursery Co.	36.12
National Nurseries	39.35
Northwest Nursery Co.	151.65
Onarga Nursery Co.	305.25
Parker Bros. Nurs. Co.	79.32
Pennsylvania Nur. Co.	510.76
Plumfield Nurseries	4.05
Quaker Hill Nurseries	69.75
Reed & Son, W. C.	17.51
Sherman Nursery Co.	3.75
Simpson Orchard Co.	26.48
Sonderegger N. & S. House.	274.68
Southern Nursery Co.	104.07
Spielman & Son, J.	130.55
Stannard & Co., F. H.	139.90
Stewart & Co., C. W.	17.00
Storrs & Harrison Co.	259.75
Texas Nursery Co.	146.68
Vandervort & Son, J. M.	75.40
Waxahachie Nursery Co.	310.13
Weber & Sons Nurs., H. J.	539.85
Westover Nursery	9.48
White Elm Nurseries	170.00
Wild Bros.	27.86
Willis & Co. A.	351.43

Total amount of claims collected, \$12,330.76. Of this amount 75%, \$9,248.07 has been returned to the membership and 25% \$2,976.55 has been retained as earnings of this Department.

Collections and accounts made during the year are as follows:

Bernardin, E. P.	\$ 48.85
Chase Nursery Co.	483.63
Guaranty Nurs. Co.	15.60
Hill, D. Nurs. Co.	27.50
Hobbs & Sons, C. M.	50.70
National Nurs.	460.67
Northwest Nurs.	15.00
Weber & Sons, H. J.	662.60

Total collections made, \$1,764.55, which has been returned to the membership, less \$227.58 which has been retained as earnings on collections.

Itemized expense of the Traffic Department for the year as follows:

\$3000.00 Traffic Manager's salary
870.00 Stenographers' salary
780.00 Office rent
219.44 Supplies, mimeograph letters, extra help
130.73 Postage, phone and telegrams
57.43 R. R. fare and hotel for trip to K. C. and St. L.
44.66 Canadian Exchange
44.05 Refund on claims
24.00 Traffic publication
16.00 Briefs in Express case
10.15 Ins. Premium

\$4596.49 Total Expense

\$3213.73 Total earnings

\$1382.76 Net expense.

At this writing we have nearly \$15,000 in claims still pending with the carriers. Of this amount between \$8,000 and \$9,000 have been placed with attorneys to test the strike clause in bill of lading. Within the last ten days nearly \$1600 worth of claims have been O. K'd for voucher and should reach us by the first of the month; and if so will be added to this year's report.

Keep in mind express rates and railroad rates. Watch for carload weights to avoid overcharge. Show separate weights for bales and boxes in bills of lading.
Louisiana, Mo., Traffic Manager.
June 22nd, 1921.

CHAS SIZEMORE,

Treasurer Hill reported a balance on hand in June 1920 of \$9,347.69 and a total of receipts, \$43,995.12 to date, including that balance. Disbursements amounted to \$33,607.13, leaving a balance on hand of \$10,387.99.

Vigilance Committee Report

Chairman Paul C. Lindley of the Vigilance Committee presented his report, regarding which President Stark said:

"This is a splendid report. Few of us have any conception of the amount of work Mr. Lindley has done for the Association. I state what I know to be a fact that he has spent probably as much time on the work of this committee as he has on his own business; he has worked on it nights and Sundays. It is going to be a hard thing to estimate the worth of this work. He will have

an additional report in detail. A vote of thanks would be in order; it is richly deserved."

J. R. Mayhew—"I move that the thanks of this Association be extended to Chairman Lindley for his able report, and I would add that it is the wish that he be retained in the position for the succeeding year."

Carried unanimously.

Chairman George A. Marshall, of the Arbitration Committee, reported that six cases had been disposed of and that two are pending. There are five cases in which only one set of papers each has been presented. The committee has given the delinquents until August to send in the papers. President Stark praised the committee for its work, remarking that this feature of Association work had proved highly successful.

President Stark announced that as the topics listed for the open session had been disposed of, a motion to adjourn would be in order. J. R. Mayhew said that, according to the printed program the next session would be an executive session, and before reaching that point he desired to direct attention to the fact that under the Constitution and By-laws of the Association no member, active or associate, could be deprived of his right to attend sessions of the Association, open or executive.

Executive Session

President Stark thought the program arrangement providing for exclusion of the associate members from executive sessions was within the provisions of the Constitution and By-laws. Messrs. Mayhew and Pyle insisted that the only prohibition upon the associate members was that they could not vote in either open or executive sessions.

President Stark ruled otherwise and an appeal from his decision was taken. Before a vote on that appeal could be taken J. W. Hill who had clearly seen what the Constitution and By-laws provide, said:

"I think the program committee might better have recommended, instead of ruled, that only voting members be allowed in the executive sessions."

After some discussion the Association formally took action supporting the program arrangement as printed, and the members went into executive session with only voting members present.

All day Thursday, the second day of the convention, the Association was in executive session, the net result of which was to rescind the establishment of the Trade Mark, "Trustworthy Trees and Plants," the members being requested to refrain from using it on letter heads, tags and all printed matter; to revise the schedule of annual dues so that the minimum fee shall be \$10 and the maximum \$150; to continue the publication work but to confine expenditure therefor to a minimum of \$3,000 and a maximum of \$5,000 no part of the Association publicity work to be paid advertising matter; to limit the salary of the Secretary to \$2,000 per year; to abandon the geographical plan for selecting members of the executive committee; to maintain the Vigilance Committee and continue strong measures for punishing acts in violation of good business ethics.

On the last day of the Convention, in accordance with freely expressed opinion in favor of genuine housecleaning in the Nursery Trade, a resolution was introduced directing the officers and committees to take active measures to investigate and dispose of all cases brought to their attention, under the regulations previously laid

down, in which violations of clean business methods are reported.

It was even proposed to go further and to undertake the prosecution of a Nurseryman or Nursery concern, or one acting in such capacity, when the evidence warrants. This phase was referred to the executive committee with instructions to consult an attorney as to measures which may properly be employed.

Officers Elected

Upon the recommendation of the state vice-presidents the following officers were elected:

President—M. R. Cashman, Owatonna, Minn.

Vice-President—Paul C. Lindley, Pomona, N. C.

Treasurer—J. W. Hill, Des Moines, Ia.

Executive Committee—Lloyd C. Stark, Louisiana, Mo.; S. W. Crowell, Roseacres, Miss.; Earl D. Needham, Des Moines, Ia.; Robert Pyle, West Grove, Pa.; W. C. Reed, Vincennes, Ind.

Charles Sizemore, Louisiana, Mo., was elected secretary and traffic manager, at a meeting of the new executive committee. It was proposed, also that F. F. Rockwell, Bridgeton, N. J., be made assistant secretary, to represent the Association's interests in the East.

The Association decided to meet in Detroit next year.

Exhibits were made by the Rochester Lithographing Co., Rochester, N. Y., Miss Fannie L. Knapp, as usual being in charge; Benton Review Catalogue House; Morse & Co.; George B. Carpenter & Co.; A. T. De La Mare Co.; J. Oliver Johnson; B. F. Conigisky, Peoria, Ill., commercial landscape photographs; M. Greenbaum.

The committee on nursery training in agricultural colleges reported that an appropriation of \$25,000 per year for two years had been practically assured, through the special efforts of A. M. Augustine and the Illinois Nurserymen's Association, for a four years' course at the University of Illinois, the horticultural department of which is second to none in the country. It is expected that this instruction will be available at the opening of the fall term. One, two, three or four years' course may be taken. Prof. Blair has provided a curriculum. At Amherst, Mass., the Agricultural college, through the efforts of Harlan P. Kelsey, has arranged to give instruction, under a modification of the regular Agricultural course to 50 or 75 students, commencing this fall. At Cornell University a curriculum has been prepared, but owing to lack of an appropriation no more can be done at present than to provide the regular instruction in the agricultural and horticultural courses.

To President Stark is due much credit for the able manner in which he presided at the sessions, so far as the matter came under our observation. The national organization in recent years has presented some knotty problems to be decided unexpectedly and upon the spur of the moment. Mr. Stark exhibited, as have his predecessors, an earnest desire to be fair to all and he succeeded well.

President Cashman has the well-wishes of all the members, of course. It is generally appreciated that only with the united support of the membership can a presiding officer accomplish the greatest results. We have often wondered whether by a little

(Continued on page 16)

Able Address By President Stark, American Association

PRESIDENT'S ADDRESS

By Lloyd C. Stark, President

American Association of Nurserymen

In addressing you today, I shall strive to be as brief as possible and to speak frankly with the hope that if any of you hold contrary opinions, you will realize that whatever I say is, in my opinion, for the best interests of the whole profession and for the final benefit of the great American public whom we serve.

We have made many internal changes in the past few years and we have moved rapidly. We have made some mistakes, it is true, but certainly no more than other associations that are sincerely and conscientiously endeavoring to upbuild their respective professions.

In the past we have found within our organization certain discrepancies and abuses. We have, without undue delay, set about quietly, but determinedly, to correct these abuses. A great deal has been accomplished. Some mistakes have been corrected and others will continue to be corrected. Because we have not accomplished our efforts with much bluster and noise is of no importance. We do not believe in washing our dirty linen in public nor do we believe in accompanying our "policeman" with "brass bands" when we go out to look for the murderer. One quiet "plain-clothes-man"—in the shape of our Vigilance Committee—will get more results and catch more crooks than a dozen big starred policemen lined up against the lamp post in the bright light where every rascal can see them.

Vigilance Committee—After the Philadelphia Convention in June, 1917, when you first honored me with the office of President, I took it upon myself to appoint our first Vigilance Committee. This, of course, was not an original idea but was simply an adoption of the methods used in many other industries, but more particularly was it modeled after the Vigilance Committee of the Advertising Clubs of the World, of which association I happened to be a member at that time. Their Vigilance Committee was doing a great work, and I saw a like possibility for such a committee in our own association.

Because of the hearty backing the work of the Vigilance Committee has received at the hands of our members, and those we serve, and because of our good fortune in obtaining hard-working, conscientious men to serve on this committee it has done splendid work. In our Vigilance Committee today, gentlemen, you have the greatest power for house-cleaning and keeping your house in order. Its workings are quiet but persistent. It protects the honest nurseryman and the honest planter alike; it protects the nurseryman against unjust criticism of the public and the dishonest planter; it protects the planter and the public against dishonest nurserymen. This committee working in connection with your Executive Committee is a great power for the elimination of fraudulent practices and unscrupulous men. You should continue in every possible way to give the Vigilance Committee your unanimous support.

Executive Committee—Your Executive Committee, gentlemen, has worked hard and long, not only this year but every year. These gentlemen have been selected by you because of your belief in their integrity,

sincerity, ability and willingness to serve you to the limit of their power with "Malice toward none and charity for all."

Your Executive Committee this year, and heretofore, has not been able to serve you as well as it might because, due to the geographic restrictions laid down in our constitution, a meeting of your Executive Committee at the present time involves a great amount of traveling expense and loss of time to the members. I recommend that the constitution be amended so that the members of the Executive Committee may be more centrally located and thus enabled to hold frequent meetings which are necessary if your association is to progress.

At the present time your constitution provides that special meetings of the Executive Committee may be called by the President and that the expenses of the committee incident thereto may be paid out of the treasury. Heretofore, because of the burdensome expense and loss of time in connection therewith, these meetings have not been held as often as they should have been and the association's affairs have seriously suffered in consequence. I, therefore, make this further recommendation, that by vote or otherwise, you direct that your Executive Committee shall hold at least three special meetings annually, one in the early fall, one winter meeting, and one late spring meeting, and that at the same time you specifically authorize the payment of the expenses in connection therewith. This, gentlemen, I believe is the most important recommendation I shall make to you today. These meetings are really necessary to properly carry on the association's affairs in a harmonious and constructive manner.

Transportation—Within the year the members of this Association, in spite of the hard fight put up by our Traffic Manager, have found themselves face to face with great, and what we believe to be, unfair increases in express charges on shipments of nursery stock. For your information, I will quote a few average examples from the Mississippi River to various points in the United States.

Town	State	Old Rate	New Rate
		Per 100 lbs	Per 100 lbs.
Boston, Mass.	\$2.56	\$4.16
Pittsburgh, Pa.	1.86	3.12
Richmond, Va.	2.44	4.08
Cape Girardeau, Mo.	1.24	2.08
Winchester, Tenn.	1.86	3.11
Durant, Okla.	2.68	4.50
Des Moines, Iowa.	1.29	2.14
Denver, Colo.	3.18	5.33
Phoenix, Ariz.	6.15	10.42
Los Angeles, Calif.	7.23	12.12

Our Traffic Manager appeared at the hearing of the Interstate Commerce Commission and made every effort to hold the old second class classification on nursery stock. In spite of everything he could do, the Interstate Commerce Commission decided rather arbitrarily, we think, that nursery stock should be classified as first class which meant a tremendous increase in the cost of trees to the American tree planting public. This increase, gentlemen, was on top of all the ordinary rate increases that the express companies have effected since before the war. During this time the express charges on nursery stock have nearly doubled, so that we now have an express burden on the shoulders of the farmer, orchardist and nurserymen that is almost unbearable. This terrific load, of course, in the final analysis must fall upon the

recognized by the great men of our government. We find a condition which clearly shows the Interstate Commerce Commission's decision of the Interstate Commerce Commission, therefore, on account of this administration from its very inception, the policy which says in effect that,

"It is so important to stimulate and foster the increased planting of trees and plants throughout the vast areas of the United States that nursery stock should receive special consideration in the way of minimum freight and express rates."

The very health and prosperity of the nation will be seriously affected a few years from now if our people are continually forced to pay these new and excessive transportation charges. In many foreign countries this policy of encouraging tree planting is not only recognized to the extent of fostering the industry concerned, but in many lands when a citizen cuts down a tree, he must, according to law, in the place of that tree, plant two trees, or if a fruit tree dies, another fruit tree must be planted. Here in this country, with our present excessive rate, we have a situation which in its final analysis means that because of mercenary motives—because the express companies said they needed the money—our country is to a certain extent to be deprived of its fruit trees, shade trees and beautiful plants. The nation-wide endeavor, gentlemen, to MAKE AMERICA MORE FRUITFUL AND MORE BEAUTIFUL, has received a severe set-back and it must be corrected, for in rendering this decision the Interstate Commerce Commission has entirely overlooked a vital service policy which all men and all nations have recognized to a great or less extent from the beginning of time.

During the year your President and other officers have, from time to time, urged the membership to bring these matters to the attention of their friends and representatives at Washington, with the feeling that they will quickly realize the great damage which will not make itself seriously evident perhaps from half a generation, but then, gentlemen, it will be too late, for orchards and avenues of shade trees cannot be grown in a day. You are urged to continue to fight this unwise decision, by all honorable means, that the American public may again be placed in position to obtain their trees and plants at a minimum cost.

Other transportation matters will be brought to your attention by the Traffic Manager in his report. Generally speaking, traffic conditions from the standpoint of delivery have been much improved this year but they are unsatisfactory because of excessive cost.

Legislation and Tariff—Your Legislative Committee has had before it a number of vicious bills, all of which, on account of their unfairness or unconstitutionality, have been satisfactorily disposed of.

Nomenclature—The Chairman of our association's Nomenclature Committee who was appointed to represent us on the American Joint Committee on Horticulture Nomenclature which was appointed by the various allied association and societies to revise and classify American plant names, has about completed its work. This committee has not received the help from our Association that it should receive. It is now face to face with the problem of publishing its official catalog of plant names which is the

combined results of several years hard work. This committee is now without funds for the publication but they are going ahead with the work and if necessary propose to raise the money out of their own pockets or by contributions from nurserymen who are willing to assist. If it is at all possible to find the funds, I would recommend that the Association assist in the underwriting of this publication to the extent of \$1,000 with the understanding that this money may be paid back into the treasury as fast as the volumes of the "Official catalog of plant names for use in labeling, catalog compilation and ordering," be sold. In addition to assisting financially, I wish to commend the members of this committee for their splendid work and untiring efforts, particularly, Mr. Kelsey, who has handled the plant names or so-called Ornamentals for our association.

Fruit Nomenclature—Recently this committee decided that it would be a valuable thing in addition to the catalog of plant names or ornamentals, etc., to include also a section devoted to fruit nomenclature, up to date and making it practical so that our association can recognize it as official for use in labeling and catalog work.

Mr. Kelsey, in connection with Professor Lake and others of the United States Department of Agriculture, have already done a great deal of work on this nomenclature section. However, your President and Executive Committee deem it unwise to issue a catalog of fruits names and synonyms that has not the official sanction of a Fruit Nomenclature Committee recently appointed for that purpose and if the time before publication of the official catalog of plant names is not sufficient to enable our Fruit Committee to have several months in which to bring the fruit list up to date, it is deemed unwise to include the fruit section in this volume.

Nomenclature Committee—In selecting the membership of the Fruit Nomenclature Committee your President endeavored to select men who were not only familiar with the scientific names but men who are practical orchardists and nurserymen as well. On this committee were included two men from the east, two from the central section and one from the Pacific Coast with Mr. Robert Simpson of Vincennes, Ind., as chairman of the deciduous fruit section and Mr. Harold Hume of Glen St. Mary, Florida, Chairman of the Tropical and subtropical section. Every nurseryman is urged to assist these committees as far as possible when called upon so that when the catalog of fruit names is completed, it will not only be correct from a scientific standpoint but from a commercial and practical standpoint. To obtain this result all widely known local names and synonyms must be included, otherwise, this Association would be treading on very dangerous ground and could not recognize it as its official catalog of fruit names for use in labeling, catalog and compilation and ordering.

Standardization—Chairman Kelsey of the Standardization Committee will render report on the subject and will make some very valuable suggestions. A number of our best posted nurserymen have urged that our Association give this very much more attention than it has in the past.

American Grown Seedling Stocks Investigation—Most nurserymen are probably aware that in the near future we will probably have to depend upon American grown seedlings exclusively in our production.

In this connection the U. S. Department of Agriculture has been making some very valuable investigations in various localities of the United States where seedlings may be grown with a view of determining the real merits of the different sections for the various seedlings and to obtain all the facts in connection therewith.

Government officials have been working in close co-operation with the nurserymen and with a committee of our association appointed for this purpose, Mr. J. H. Skinner of Topeka, Kansas is Chairman of this Committee. At this time, I cannot refrain from expressing to all officials concerned in this work the sincere appreciation of the nurserymen. At the same time, I wish to assure our friends in Washington who are working so hard for our benefit, that we are anxious, individually, and as a body, to assist them to the full extent of our ability. Mr. L. B. Scott of the U. S. Department will address you further on this subject.

Fruit for Food Shows—The agricultural press and other interests have suggested a plan whereby Fruit for Food Shows be put on at certain designated times in the leading cities of the United States. This educational work has great possibilities and I recommend that interested members and the Executive Committee or Market Development Committee, obtain further information from Mr. F. J. Wright who is connected with one of our leading agricultural papers.

United States Chamber of Commerce—

Our Secretary, Mr. Watson, will no doubt recommend to you in his report that if it is possible, this body should affiliate with the U. S. Chamber of Commerce. As our firm has been a subscriber to this organization for a considerable period, we feel free to recommend value of the Bulletin Reports and other assistance rendered by the U. S. Chamber of Commerce, the Head Office of which is located at Washington, D. C. As Mr. Watson has pointed out, while this is not an official government activity, many Government Agencies and Committees depend on them for information and advice.

Replace Evil—Years ago a great many nurserymen had certain agreements to replace trees which died. Some replaced them free, some replaced them at half price and there were various stipulations regarding the method of replacement. In practically all instances, the replacement promise was made in order to promote sales. At this time a great many of the most successful nurseries have recognized the unfairness of the replacement evil either free or at half price or at any other reduced price.

The nurserymen must deliver to the planter or to the transportation company, as the case may be, good trees in a healthy and vigorous growing condition. The nurseryman's duty and responsibility should end there. He has already taken his risk with the elements and natural enemies for three or four years in producing those trees. It is not up to the nurseryman to carry his responsibility on, over and into the back yard of the planter.

The Year's Business—In general, last year's business, particularly, the spring trade, was better than most nurserymen anticipated. While we felt sure that nothing like a normal number of trees were purchased and planted, still due to the scarcity of stock, most of the product was moved and most nurserymen report a good season.

Future Outlook From the Nursery Standpoint—The sales outlook for the future is good. The supply of stock coming on is short in many lines. In fact in some lines, all information indicates that stock is scarcer even than last year and when we remember that the trees which we will harvest this year are the result of seeds planted in France and elsewhere the last year of the war, this fact is easily accounted for. Due to serious freezes in various sections of the country late last fall and a number of disastrous freezes and frosts this spring, many one-year apple trees had to be cut back to the ground. This fact has considerably reduced the quality of two year apple trees available for the forth-coming year. The same adverse spring weather conditions have injured to some extent the one year available—particularly grafts. Taking it as a whole, there may be a slight increase in the number of one year apple trees, there seems to be a severe shortage in two year apple trees.

The spring freezes also injured a great many peach buds and—reports from the south, east and central west, indicate a great many injured, so that, taken as a whole it is going to be very difficult to reduce prices, but we believe it the duty of the nurserymen to get prices down somewhat, as soon as possible. At the same time, nurserymen should realize that unnecessarily high prices may bring about a later over-production which would disturb the equilibrium of the industry for a considerable period. In other words, if prices remain abnormally high for an unnecessarily long time, they are bound to be followed by a period of over-production which will shoot prices down to a point below cost of production, and cause enormous brush piles and heavy losses. It is better for us, better for the industry and better for the tree planting public to avoid this. In making our prices, of course, we must consider the enormous wastage incident to sending out a strictly first-class disease-free grade of trees. We must also consider the fact that every year there are bound to be certain varieties in excess that must go to the bonfire. All these losses must be kept before us, for over-production and incident enormous brush piles were the twin evils which put so many of our brother nurserymen out of business a few years before the war.

We have no reason for pessimism—we have every reason to be optimistic, but at all times let us keep our eyes on the past as well as on the future so that the mistakes and troubles of the past will arm us and assist us in the solving of the problems of the future. Many nurserymen so far this spring are reporting good sales. The outlook for good year's business is promising.

Closer Cooperation With Other Nurserymen's Associations

It is recommended that the Executive Committee be instructed to work out a definite plan for closer co-operation between our association and the various state and district nurserymen's associations.

The Economic Outlook—The general economic situation is improving. We all know that while we were having a good business last spring many other lines of business were struggling in the depths. There has been improvement in business in general and at this time it is on the upgrade. All reports and statistics show this to be a fact.

Keep NURSERY TRADE BULLETIN date in mind—15th of each month.

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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ROCHESTER, N. Y., JULY, 1921

American Plant Propagators

The third annual meeting of the American Plant Propagators' Association was held at the Congress hotel, Chicago, June 22, 1921, President A. H. Hill, Dundee, Ill., presiding. Prof. L. C. Corbett and L. B. Scott of the U. S. Department of Agriculture were present. President Hill explained to the new members the objects of the association, which like the work of the division of which Mr. Scott is in charge, is the outgrowth of Federal quarantine regulations. He urged the members to keep in close touch with the U. S. Dept. of Agr. and to report to the Department somewhat in detail what the members are propagating.

Prof. Corbett described the make-up of the Bureau of Plant Industry, the work of which in general has to do with the solution of problems of production, distribution and diseases of plants. Certain activities have recently been turned over to the Bureau of Markets. He cited numerous encouraging results in propagating which indicate marked progress in the near future in supplying Nurserymen's needs, resulting from quarantine restrictions. Mr. Scott supplemented Prof. Corbett's observations with account of what is under way in propagation in various parts of the country which he has recently visited.

All the officers of the Association were re-elected and adjournment was taken after much further practical discussion, to meet in Detroit next June.

An unfortunate arrangement of the type in the center of S. W. Crowell's letter to Henry B. Chase, as published in the last issue of the *American Nurseryman*, by ending a paragraph at the bottom of the second page and starting with a new paragraph at the top of the third page, caused some readers to regard the third page—the concluding portion of Mr. Crowell's letter—as an expression by Mr. Chase, because Mr. Chase's portrait (intended to be in series with preceding pages) appeared on the third page. The matter was explained to the membership of the A. A. N. by President Stark, and this paragraph is to enlighten readers who did not receive Mr. Stark's explanation. We regret the very peculiar error in make-up.

Say you saw it in *AMERICAN NURSERYMAN*

NO BACKWARD STEP

It was a regular convention, as usual.

The keynote, developing early in the three-days meeting, and growing stronger in the discussions of each session until it was voiced finally, just before adjournment, by the incoming president upon assuming the gavel, was:

There is to be no backward step.

The outstanding feature of the entire convention was the persistence with which upon all sides it was demanded that the well-laid plans for a house-cleaning in the Nursery Trade built upon the progressive steps taken in the last five or six years, should not only be continued but should be strengthened, to the end that actual results should be attained speedily. This sentiment prevailed to such an extent that it brought forth a resolution along a line heretofore not advanced—that the American Association should go further than merely to sever membership with an offending Nurseryman. It is proposed by formal resolution that the organization undertake the prosecution of a violator of good business ethics, through the established legal channels. Because of the legal questions involved, it was thought advisable to refer this feature to the executive committee to obtain an attorney's advice upon proper procedure.

The main point which has been under discussion in recent months was thus settled satisfactorily to all, we believe; and again the American Association has shown that when the membership meets in annual convention and discusses differences of opinion, with the good of all at heart, a common ground can be arrived at.

The Trade Mark was set aside and the dues schedule was revised so that considerably less money is provided annually for Association operations. But these are minor phases. The great point is the maintenance of the progressive policies established during the last five or six years:

1. Enforcement of regulations making membership in the A. A. N. contingent upon the practice of honest business methods.
2. Assurance to the planting public that this is the policy of the national association.
3. Market Development by Association activity under a definite system.
4. A secretary under something more than a nominal salary, so that Association affairs may be attended to the year around as befitting the needs of a national trade organization.
5. Hearty co-operation with the U. S. Department of Agriculture to the end that legislation likely to hamper the Nursery industry may be reduced to the minimum, and the great facilities of the Department may be enlisted for the furtherance of Nursery trade needs.
6. Establishment of Nursery training courses in agricultural colleges; consideration of cost systems and standardization methods; a uniform code of nomenclature; a uniform inspection law, and other practical measures having a direct bearing upon the development of the industry.

Advocates of the Trade Mark sought earnestly for its maintenance in the belief that it was the medium through which the planting public would be quickly informed of the Nurseryman's determination to protect the interests of the planter—that determination being the prime consideration. At the convention the majority expressed its belief that while the Trade Mark had distinct advantages, it also had distinct disadvantages, and that it was not practicable to operate under it. Its advocates were able to view its abandonment with far less regret than would otherwise have been the case, when they saw the earnestness with which the prevailing sentiment was expressed for all the Trade Mark stood for, and the determination not only to maintain but greatly to strengthen the regulations previously laid down for cleaning house. There can be small doubt that the public will be unacquainted, in general at least, with the effect of this determination; for, as the result of the convention last month, the policy of the A. A. N. is stronger than ever on this main progressive step.

And so, when the convention adjourned, there was a strong feeling throughout the membership that the interests of the Nursery Industry in these strenuous times had been safeguarded by the proceedings of the meeting, and a heartening note was the declaration of President Cashman:

"There will be no backward step."

FOR STANDARDIZATION

The report by Chairman Harlan P. Kelsey, of the A. A. N. Committee on Nomenclature, is one of the most interesting, most important and most encouraging features of the marked progress of American Horticulture. As presented in this issue of the *American Nurseryman*, it should be read and studied by all Nurserymen who will thereby appreciate what has been done in painstaking manner. As Chairman Kelsey has said, it is a big beginning toward standardizing horticultural trade practice in America. By its means the Nurseryman will know what he is growing, advertising and selling, and so also will the public—which, as Mr. Kelsey says, means tremendously increased business. It will make deceit more difficult, and detection and conviction more certain.

Mr. Kelsey, though handicapped by late appointment of committee on standardization, having only a few weeks' time to consider the preparation of a report on this very important Association subject, has made some practical suggestions looking toward definite results. He has the idea all right when he takes up the cry: Why not beat the legislative bodies to it and establish uniform rules and methods for ourselves, making legislative action appear more unnecessary?

Ever since the Detroit convention in 1915 the American Association has been tending that way. Argument and discussion have prevented great progress. Not by reverting to the methods of the '70s and '80s will progress be made.

Nurserymen will be interested in the fact that during the last ten years there has been an increase of 86,864 farms in this

country, with an increase of 76,878,220 acres, of which 28,530,551 acres are improved. There is a total of 506,982,301 acres of improved farm land in the United States today. That will carry considerable Nursery stock.

MR. WATSON'S RETIREMENT

As John Watson needed no introduction to the American Association of Nurserymen when he assumed the office of executive secretary, so he needs no valedictory upon his retirement from that office. It is not possible, we believe, for anyone to point to a single action by Mr. Watson, during his long membership in the Association, his presidency or his secretaryship, which was not animated by a strong desire to advance the interests of the Nursery Industry in general and the American Association in particular. That can be said of more than one member of the national organization; but that fact does not in the least detract from the record of an unusually active career in which an important milestone has just been passed. The ideas originated by Mr. Watson in behalf of the industry, the suggestions made and the policies put into effect will long bear fruit for the welfare of the trade by reason of the trust reposed in Mr. Watson by his fellow Nurserymen in advancing him to positions of executive character. He has set a pace which will be followed in one degree or another in succeeding years, and his services therefore have been exceptionally prolific. The interest and well wishes of his many friends in the trade will follow him in whatever direction the future has in store.

Mr. Watson resigned the office of executive secretary of the A. A. N. some months ago, stating that he had seen the organization brought up to a high state of efficiency and in a position to progress in the hands of the able men who would follow; that the reasons for special effort in building up, which seemed apparent when he assumed the office did not now exist, at least to so great a degree.

A PRIZE PROPOSITION

The very practical suggestion is made by C. F. Bley, Hamburg, N. Y., landscape architect, that the Nurserymen of a state offer prizes for the best developed and best kept farm door yard. He directs attention to the fact that probably not more than one farm dooryard in a hundred is developed on anything like a systematic basis. What views have our readers on this suggestion?

Although the Oregon Growers Co-operative Association has just recently gone into The Dalles, having signed up 1,000 acres of the finest fruit land in that district, the prospects are that more than a quarter of a million dollars worth of business will be handled there this season by the Association.

"Good judgment comes from experience; experience comes from bad judgment."—William Pitkin. Which shows that good judgment comes from bad judgment and provides a logical status for the latter. Let us all take courage!

Now comes the Catalpa Midge, latest pest to attack the trees of Indianapolis. The Midge lives on catalpa alone and much timber of this variety is affected, according to reports to the special service of the city park department.

No person or firm interested in any way in the sale of trees or shrubs, flowers, land or fruit, or any trade supplies is in a position to dictate the policy of this publication. American Nurseryman is the only Nursery Trade Journal of which this can be said.

Official Catalogue of Standardized Plant Names

This great work, unique in character and usefulness, has been compiled and arranged by the

AMERICAN JOINT COMMITTEE ON HORTICULTURAL NOMENCLATURE

made up of representatives appointed by the following organizations: American Association of Nurserymen, Ornamental Growers' Association, American Society of Landscape Architects, American Pharmaceutical Association, American Association of Park Superintendents, American Seed Trade Association, Society of American Florists and Ornamental Horticulturists, and in co-operation with the American Pomological Society, the American Dahlia Society, the American Iris Society, the American Rose Society, and the American Sweet Pea Society.

The Official Catalogue of Standardized Plant Names will be accepted as the standard authority for all dealings in plants in the United States. It is not offered as a new and different scientific system of nomenclature, but rather as a same, practicable, and convenient harmonization of the present confused condition.

The botanists and terminologists will continue their study and determination of plant names, but changes they propose will probably not disturb commercial and educational relations for a period of years, until a future revision of this Official Catalogue includes such changes as will not unduly disturb commercial plant relations. The plain aim of this Official Catalogue is to make buying easy by providing definite and uniform names, both scientific and "common," for all the plants, trees, shrubs, vines, seeds, etc., in American commerce.

The Official Catalogue of Standardized Plant Names includes in one alphabetical sequence:

The approved SCIENTIFIC NAMES of plants in American commerce,

The SYNONYMS which have been used for such approved scientific names,

The approved COMMON NAMES of such plants where such names have been

formulated, and

Synonymous or unapproved common names.

A simple and distinct arrangement of type faces indicates these various values of the names listed. This arrangement will make use of the Official Catalogue easy, and practically subconscious.

In an Appendix, the Official Catalogue provides a most important adjunct in authoritative lists of variety names, as, for example, Iris, Rose, Chrysanthemum, Peony, Dahlia, Carnation, etc., such lists being supplied by the various national organizations devoted to the flowers so treated, as the American Dahlia Society, the American Rose Society, the American Iris Society, and so on.

Fruit names are set forth in the code of the American Pomological Society, thus making generally accessible the proper and preferred designations of these vastly important but confused objects of commerce.

This Official Catalogue of Standardized Plant names is being published for the benefit and advantage of the American horticultural public at far below its cost, only the bare mechanical charges for paper, printing, and binding being included. The usual compilation cost, the regular publishers profit, is wholly absent. The work represents the labor for many months, extending over five years, of the professional and technical experts of the subcommittee, as well as the indispensable scientific help and complete office and compilation facilities of the United States Botanist in the Department of Agriculture at Washington.

If issued by a publisher of technical and reference books, this essential catalogue would be sold for at least \$10 per copy. The peculiar combination of public service made possible through the American Joint Committee on Horticultural Nomenclature, and the advance support for expenses provided by certain of the participating organizations, makes possible the low pre-publication price of \$3.50. To obtain a copy at this price, order must be sent to Sec'y H. P. Kelsey, Salem, Mass., before Aug. 1, 1921.

Owed To T. T. A. P.

Thou ravishing presentment of things hoped for and unseen;

Decorative symbol of many strivings for good deeds.

As Trade Mark too dangerous; a slogan thou shouldst have been;

Too altogether effective; beyond the present needs.

Hail and farewell! Too short indeed thy life to prove thy worth.

Perchance in some resuscitated state in time to come,

When organized activity with cleansing power gives birth

To surer ground, thy simple message to the world may boom.

Rare Orchid Exhibit—At the May exhibition of the Mass. Horticultural Society the orchid exhibit of more than 50 varieties of the Odontoglossum blossom species was shown by Albert C. Burrage and won a gold medal. These plants in their native South American land bloom only at an elevation of about 15,000 feet, and none have been successfully raised before in this country. Among the collection is a purple-spotted odontoglossum, the only one of its kind in America, and also a climbing orchard from Brazil, which is also the only one ever imported into this country.

The Country's Apple and Peach Crops—The government report, for the beginning of June, put the average prospect for peaches at 45 per cent of a full crop, whereas the promise of the apple orchards was for only 41 per cent of a normal yield, when things are going well with fruit. But at that it is calculated that the country may have 108,000,000 bushels of apples and nearly 32,000,000 bushels of peaches. That would be a bushel of apples apiece for every man, woman and child, and about ten quarts of peaches for everyone old enough to eat them.

"Nurserymen ought to be free to discuss trade topics not only as they come up in annual conventions, but throughout the year in the trade journals."—J. H. Dayton, Storrs & Harrison Co., Painesville, O.

200,000 Tons of Grapes

With increased instead of diminished acreage under cultivation, the 600 members of the California Grape Growers' Exchange expect this season to market 275,000 tons of wine grapes—over 100,000 tons more than in 1920. Valuation is set at \$20,000,000.

The vineyardist is assured from 200 to 400 per cent higher returns than he ever got during the wet heyday; an amazing turn for the industry that expected prohibition to ruin it.

"The California grape grower was never so prosperous," says E. M. Sheehan, president and manager of the association. "This is not because of prohibition, but despite it."

"Last year our organization shipped out of the state 12,000 carloads of wine grapes—160,000 tons. This year we are preparing to ship 200,000 tons, with 75,000 tons for home consumption."

"A ton of grapes will make about 150 gallons of light wine, such as claret."

"Leaky prohibition has increased the grape acreage and stimulated demand."

"The great part of this season's crop will be marketed outside the state, in New York, Chicago, Baltimore, Boston, Philadelphia, Cleveland, Cincinnati, Toledo, Detroit, Kansas City, St. Louis, New Orleans and the larger cities of the east, as well as in the states of Washington and Oregon."

"California's 160,000 acres of wine grapes comprise about 90 per cent of the total in the United States. And, because of the shortage in France and the difficulties of shipping, grape imports from abroad are practically prohibited."

"As long as it is permissible to crush grapes for juice, they will be converted into wines. It is certain that the bulk of the California crop will be used for home made vintage."

The New York Imperial Orchard Co., owner of the Apple Tree Farm, two miles south of Sanford, Del., containing 121 acres and 15,000 apple trees, has sold the place to a syndicate, composed of Wilmington, Chester and Philadelphia capitalists, for \$29,000.

Report of the Vigilance Committee, American Association

By PAUL C. LINDLEY, Chairman, Pomona, N. C.

My text today is from "Paul"; not Paul of Rome but "Paul" of Pomona. It consists of two words: "Trustworthy Trees," and it was given to me by this Association. You, you and you—each member of this Association—is responsible for the text.

Speaking for the Vigilance Committee, permit me to say that it is our earnest desire that you forget for the time being the fact that this text represents a trade mark, and remember that it is a motto, a guide in our relations with our customers.

The work of the Vigilance Committee is constructive and not destructive. I once asked a saw-mill friend of mine what timber was most useful in construction work. He promptly replied: "Two-by-fours." With your permission, may I say that about ninety per cent of the membership of this Association, including your chairman, are what I shall call "two-by-four" nurserymen. While "two-by-fours" are most useful in constructive work, it is necessary that they have support; let us assume that about ten per cent of our members are "twelve-by-twelve" nurserymen. These constitute the leaders, the financially strong nurserymen. "Two-by-fours" if left standing alone will warp; it is necessary to nail them together even for scaffolding. But, they can be made into "twelve-by-twelves," and then they become even stronger than the original big timber.

The "two-by-fours" alone or the "twelve-by-twelves" alone are useless, but a combination of the two—the big nurserymen and the little nurserymen—with a functioning Vigilance Committee for a foundation, will make a powerful combination; an comes along and says: "What have ye association working in harmony—a solid and permanent home. And, when Peter done to reach this place?" we can truthfully and proudly say: "Your Honor, we've sold TRUSTWORTHY TREES."

Does not this old saying, "While Nero fiddled, Rome burned," express present condition of our association affairs? Only at the present time many "Neroes" are fiddling, and seem unwilling to forget small things along enough to start the big things moving. You remember Lot's wife looked back and was destroyed. Looking back is destruction, the beginning of the end.

Some of us pride ourselves in being what our forefathers called "set in our ways," and scorn anything new just because it is new. If it had not been for someone's new ideas and their faith to carry them out, the world would still be in the dark ages. In giving you this report, I have no other interest than to tell you the TRUTH.

I want you to think of it as a report relating to our Association, your business, your bread and meat, your future. No one can serve the association in a vigilance way without some criticism and abuse and monetary losses to himself. Some have called me a saint, others a hypocrite. In all my work I have endeavored to secure FACTS. I am not reporting on what I have heard, but what I have SEEN, and what I KNOW. "They said," "he said," "she said," "I heard," mean nothing insofar as this report is concerned.

This report is divided into three parts: Catalogues, the Press, and Seedlings. The Executive Committee will repeat the findings of this Committee in their report.

These headings represent what your committee feels have been troublesome elements in the nurserymen's relationships with his customers during the immediate past.

Catalogues

In many instances a collection of cuts, which are absolutely foreign to the nursery business, are used; a picture of a baby carriage would be just as appropriate. After carefully looking over one mailed out by one of our leading members, it recalled to my mind the old saying of Barnum, "The American public likes to be humbugged."

Many still use the tomato can type of cover and highly lithographed colored plates that could be called either a peach or a plum. If you look carefully, you will find in one Eve reclining on the bough of an apple tree, in others pictures of the mayor of our city, our political aspirations, —affidavits of our trustworthiness.

One of my correspondents covers the entire subject in the following paragraph, which I quote from his letter:

"Don't you think it about time that the nursery firms which think their goods should be highly painted, change their methods, so that public confidence in the nursery business may be increased and not impaired further?"

The following is copied from a catalogue of a nurseryman who is doing considerable business, though not a member of our Association. This man features "MODERN METHODS."

"We have to start the young tree in its natural soil—in the kind of soil in which nature started it when she called it into being—created it. Our nursery farms extend right through the heart of this natural nursery region. Side by side we have the stiff soil in which the young peach tree must start to be free from borers and other enemies; and well-drained loam on which the young apple tree is freest from knot and gall; the gravelly hill for the young cherry tree; in the pockets between the hills the deep, peaty loam for the pear; and in others the alluvial soil—mixture of sand and humus—for the hedge plant, reproducing identically its habitat on the Amoor River in Siberia. We have at command an almost unlimited quantity of fresh land which enables us to grow all trees and plants on clean, uncontaminated soil. Our open winters enable us to ship stock dug right fresh from the ground instead of the stale, cellared stock often sold. The result is that trees and plants grown here are acclimated—that is, at home over the whole country, north, south, east and west—and are surer to live and succeed than if they did not have this advantage. All that we ask is that you compare our trees with the common run. The huge, gawky size of common trees is a mere matter of heavy manuring, and when not backed up by root growth is a positive disadvantage. But note the wealth of roots of our trees and the perfect balance between root and tree, and the general business-like look of the whole combination. We destroy all over-size trees as carefully as all under-sized ones.

"Our method of doing business, of cutting out and denouncing the tree agent, who, as a rule, not only gets 50 to 65% commission, but whose slick tongue often foists upon the public all sorts of worthless varieties of trees and plants, has made us many enemies. For strange to say, most of the nursery stock of the country is still sold in that old before-the-flood way. The results of our attitude in this respect is that many of those old-method nurserymen, their agents and hehmen, attack us in all sorts of ways—openly, secretly, in the papers and out

years, but we have thriven by it, for the people to whom our method of selling direct has saved hundreds and thousands of dollars, see through these attacks and stand by us. When we find a new or apparently new variety of fruit, we pay more attention to its merits than to its antecedents. Among the varieties thus propagated are the summer and fall Ambrosia Apple, the Wine, Ambrosia, Four-in-One Peach; the Tip Top and Never Stop berry, the Queen of Sheba Violet, etc. We are not absolutely sure that all of them are new varieties. We are dead sure that they are good varieties."

My idea in presenting the above (taken from a catalogue of a nurseryman, though not a member of our association) was to get our members who use language and cuts just as misleading, to really adjust themselves to real MODERN METHODS.

The Press

Both of our nursery trade papers and several of the leading farm journals were asked to fumigate their columns of one nurseryman's copy, who was advertising plants intentionally mixed. The press in all sections of the country has been very kind to the nursery interests during the past year. Several of our leading farm papers have taken a definite interest in assisting their subscribers in adjusting claims and in recovering from unscrupulous concerns. One middle-western farm paper has a specifically-organized service for this purpose. One of the oldest and strongest farm sections of the State will be used in compapers of the east published an editor's column each week in which cases of grievances are made public. Since this Association began its vigilance work this editor submits his complaints to your Vigilance Committee instead of publishing them first, or as I note in a recent issue, publishes them in some other section of the paper. I quote the following from last week's issue:

Koster's Blue Spruce

"Recently I ordered a Koster's blue spruce from a supposedly reliable nursery. The tree came, and looks like a plain, ordinary Norway Spruce; no trace of blue in its foliage. Upon my complaining to the company about this, they advised me that the tree was a genuine Koster's and after being acclimated to my soil would undoubtedly become as blue as any. Personally I doubt this, as I have another tree, a genuine Koster's of blue color, and this tree did not change in any color after growing for three years. Have any of our readers had any experience with this tree? Can I expect it to turn blue? Tree is about 2 feet high.—C. B. M., Springs, Pa."

The editor in his reply was unusually "tame" in answering this complaint, but the last paragraph is as follows:

"I think there is no question that you are justified in strongly insisting that this green tree be replaced with a genuine Koster's blue."

In our daily correspondence relating to complaints, the following letter shows why our customers are compelled to go to the farm papers and entomologists for adjustments:

"We are sorry to say that we have no record of an order from you, and we are sure that you are mistaken in your claim that you bought these trees from us. You must remember that there are eight separate and distinct nurseries at this place, and you must have confused us with some other one of these nurseries."

It would be entirely possible for me to read to you many complaints of a similar nature. Your committee has handled a

number of complaints without the usual publicity. A meeting for a round table discussion during this convention of the leading mail order nurseries, to try and raise the standards of their business, and discontinue the use of misleading statements, exaggerated cuts and distorted copy, would be appreciated by the farm papers and a benefit to the nursery interests as a whole.

A recent Abe Martin cartoon sent out by the National Newspaper Service, copy-righted, reads as follows:

"Ole friends that used t' call around an' spend th' evening' on th' verandy now call up and say, 'We passed your house yesterday.' Th' saxis Abyssiniensis, or Abyssinian Willow, that Lefe Bud bought of a nursery agent last fall, is now one o' th' most pr'mising slippery elm trees in th' neighborhood."

Seedlings

Around 1800 there was an interesting and eccentric character, "Johnny Appleseed," who sowed apple seed over the wild and woolly West; he considered pruning and grafting wicked. Now, jumping a hundred years, we have one "Curculio Lindley," chairman of a Vigilance Committee, who considers seedlings of all kinds listed by nurserymen in 5-6 ft. and 11-16 in. and up grade, a wicked practice. Many years ago Russian Mennonites brought apricots to Kansas and Nebraska. A few of these seedlings named and budded are a valuable addition for Northern latitudes, but the O. R. variety, commonly listed and sold, will give many types. Russian and Multicaulos mulberry are widely sold by enterprising agents as fruit bearing trees, but their use should be restricted to wind-breaks in the Northwest, and the latter for propagating purposes in other sections. Angers Quince, a seedling stock used for budding, also for dwarfing apple, and for budding broadleaved ornamentals in the South.

Prunus americana, Common wild plum of the North, a seedling listed by some concerns, not in the ornamental department, but with other budded and grafted varieties.

As a retail nurseryman, you would not dare catalogue any of the above named seedlings, any more than you would peach or apple seedlings, so why should they appear in a wholesale list?

Cut back seedlings, especially pecan and peach, are in quite heavy demand, especially in some sections of the South. It is no trouble to point out the purpose for which they are wanted. When they are not cut-back, then what? They get into the hands of irresponsible dealers and wild-cat nurserymen, who simply sell and deliver the trees for what they are not. Selling seedlings is not a credit to the nursery industry.

Honestly, I can't see any difference between the dealer who delivers seedling trees and the nurserymen who grow them and sell them knowing what is going to be done with them. The grower may "wash his hands" and say they are sold under their true label, but he can't wash his conscience. The high price of fruit trees for the past few years will cause some nurserymen to buy the cheap seedlings and sell as budded stock. The retailer is condemned, and I

(Continued on page 18)

If you missed getting your adv. in the current issue of American Nurseryman send your copy for the mid-month

American Nursery Trade Bulletin

PEACH TREES

We have approximately two cars in surplus: about half Elberta and Belle. Balance assorted early to late. They are being grown on land specially suited to peach trees and will surely please; will run mostly 4 to 6 ft., heavy, well branched.

The Howard-Hickory Co.
Hickory, North Carolina
Peach Pits are Scarce

THE ELM CITY NURSERY COMPANY
IBOLIUM PRIVET
The New Hardy Hedge
BOX-BERRY
Now Well Known
Quantity Trade Prices
For Fall 1921
INTRODUCERS
THE ELM CITY NURSERY CO.,
Woodmont Nurseries, Inc.,
NEW HAVEN, CONN

La Bars Rhododendron Nursery

COLLECTORS
and GROWERS

Collectors from mountains of North Carolina, Va., West Va., and Penna., specializing in native Rhododendron, Kalmia and Azalea. Less carload orders distributed from Stroudsburg, Nursery grown R. Maximum, R. Catawbiense, R. Carolinianum and R. Minus, Kalmia, native Azalea, in various sizes at Stroudsburg. Write us regarding your fall requirements.

STROUDSBURG, PA. (D. L. & W. R. R.)

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

ESTABLISHED 1870

Specializes in

AMOUR NORTH AND VULGARIS, Privet, EARLY HARVEST B. B. Root grown. BUNGEII 2 and 3 year heads. SHADE TREES. Large stock all sizes.

ORNAMENTALS. Grown for landscape work.

Correspondence solicited.

FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2 1/2 to 4 inches. Nice block of transplanted American Elm 1 1/2 to 3 inches.

Shrubs and Perennial Plants

General Assortment.

W. B. COLE, Painesville, Ohio.

When writing to advertisers just mention American Nurseryman.

Courses of Nursery Training in Colleges

Are planned as the result of American Association of Nurserymen activity. A Committee on Nursery Training, of that Association, is co-operating directly with Agricultural Colleges in the establishment of such courses. Detailed information may be obtained by an applicant for such training by addressing the executive office of the Association, Louisiana, Mo.

COMMITTEE: ALVIN E. NELSON, Chairman,
940 Marquette Bldg., Chicago, Ill.
HENRY HICKS, Westbury, N. Y.

THEODORE BORST, Boston, Mass.
RALPH T. OLCOTT,
Rochester, N. Y.

LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,
DERRY, N. H.

ORNAMENTAL TREES AND SHRUBS

"Bay State Quality"

Largest assortment in New England.
Evergreen and deciduous trees.
Sturdy, choice stock that can be depended upon.
Send for Trade List.

Finest of Shrubs, Hardy native and hybrid Rhododendrons - transplanted and acclimated. Strong field-grown Perennials in great variety.

THE BAY STATE NURSERIES

NORTH ABINGTON, MASS.



SCARFF'S NURSERY

HEADQUARTERS
FOR

SMALL FRUIT PLANTS

1200 Acres. "At it 25 Years"

We offer for spring, 1920, a good assortment of following stock, and will be pleased to submit prices on your want list

Strawberries Blackberries Iris Spirea Asparagus Hardwood Cuttings
Raspberries Dewberries Privet Rhubarb Horseradish Veiga Poplar

See wholesale list before placing your order

CARLISLE,

W. N. SCARFF & SONS

OHIO

Make Yearly Contracts Now

For Trade Publicity in

American Nurseryman
American Nursery Trade Bulletin

American Association Convention

Continued From Page 9

effort the membership could contribute materially to the success of an administration by evincing something more than a sympathetic interest in Association affairs. Perhaps this is a good time to try out some active co-operation with the president and other officers on the part of the members. We are very sure it would be appreciated.

This journal has repeatedly directed attention to the arduous duties of the executive committee of the A. A. N. The Association's activities have increased from year to year and so many matters are referred to this committee that it has been thought wise to rescind the provision requiring membership of the committee to bear some relation to geographical location of residence, and to provide for a membership with regard to facility for meeting upon occasion. South and North, East and West seem to have been pretty well cared for in the selection of the present committee.

Executive sessions came and went, with only a minor breeze over the matter on the first day. This journal is on record as regarding executive sessions as perfectly proper. The only possible point which might be raised was that which J. W. Hill, in open session, suggested—that in planning such sessions as matters now stand they might be recommended and the Association could express its will. It has long seemed to us that Nurserymen, like other business men, might naturally have subjects which they wished to discuss entirely among themselves at times.

It is well that the apostle Paul, of Po-

mona, was not called upon by the program committee to deliver the invocation at the opening session of the Chicago convention. We hope that the last prayer of his will not be answered; though, goodness knows, he was right at heart when he made it. As it was, Rev. Mr. Johnston's invocation filled the bill.

Those members who came from the South, for instance, or from inland towns or cities, to Chicago, to enjoy the cool lake breezes during convention, were somewhat taken by surprise by the weather. C. C. Mayhew said: "I brought along a light overcoat. I wish it had been a Palm Beach suit." Chicago is being advertised as "The world's greatest summer resort." The city will have to hire a new weather man if it expects to make good. The convention bureau of the Chamber of Commerce of Detroit will please take notice.

The Congress hotel accommodations as usual, were entirely adequate; notwithstanding the fact that several conventions were in session there at one time.

The seedsmen in annual convention, feeling the need of regaining and maintaining the confidence of the public, are following the lead of the Nurserymen in vigilance committee matters, extending the activities to prosecution as well as expulsion in cases warranting such action.

The members of the Booster's Club were re-elected. The third annual meeting will be held in Detroit next June.

Among those who dropped in to meet old

friends and make new ones, during the convention, were: James Irvine and Mr. Campbell, of Chicago; Marsden B. Fox, Rochester, N. Y.; Mr. Pickett, editor of Country Gentleman, and P. S. Lovejoy of the last named weekly.

Secretary Watson's printed report showed in detail and in classification of items, the source of moneys reported by Treasurer Hill, together with some details of the secretary's office operation.

Chairman Pyle of the Market Development Committee, presented in printed form a detailed report of the activities of the committee, which showed graphically the great amount of work done in behalf of the Association. The committee recommended that for the coming year the Association proceed with propaganda by way of newspaper articles to the extent of from \$3,000 to \$5,000 and in addition, that the use of paid space be made so far as funds are available. The Association adopted the recommendation as to propaganda, as we understand it; but decided not to attempt the use of display advertising which requires considerable money. The committee's work was detailed in the report under the headings; Advertising, Educational Books, Propaganda, Cost and Response—a graphic showing.

It Pays To Spray

Dansville, Ill., June 8—The profitable results from spraying orchards are convincingly indicated in this section, where prospects are for an apple crop that will be 50 per cent of the normal yield, while the estimate for the state as a whole is but 15 per cent. This is among the tangible results of the first year's work of the Vermillion County Spraying Association.

MOUNT ARBOR NURSERIES

E. S. WELCH, PRESIDENT

125 Center St.

Shenandoah, Iowa

OUR SPECIALTY

A large assortment of high quality nursery stock for

THE WHOLESALE TRADE

FOR FALL 1921—SPRING 1922

A complete line of Fruits and Ornamentals

ROSES

Baby Ramblers, Climbing, Hybrid Perpetual, Tea and Rugosas

FRUIT TREE STOCKS

American Grown—Apple, Japan Pear and Americana Plum.

French Grown—Apple, Mahaleb, Mazzard, Myroblan, Pear

ROSE STOCKS

Manetti and Multiflora.

FOREST TREE SEEDLINGS CALIFORNIA PEACH PITS

We take this opportunity to thank our many customers for past trade favors, and shall hope to merit your future trade.

HILL'S CHOICE EVERGREENS

Fall 1921 — Spring 1922
A FEW LEADERS



		100	1000
Juniperus Canadensis...	o 4-6	\$8.00	\$70.00
" " " " " " " " " "	x 6-8	9.00	80.00
" " " " " " " " " "	xx 10-12	30.00	...
" " " " " " " " " "	o 6-8	4.50	35.00
" " " " " " " " " "	xx 12-18	20.00	180.00
" " " " " " " " " "	xx 18-24	25.00	225.00
Picea Excelsa " " " " " "	o 6-8	3.25	20.00
" " " " " " " " " "	x 8-10	3.75	25.00
" " " " " " " " " "	xx 12-18	12.00	110.00
" " " " " " " " " "	xx 18-24	20.00	190.00
Pinus Mugho " " " " " "	x 6-8	15.00	...
" " " " " " " " " "	xx 8-10	35.00	...
Thuja Occidentalis " " " " " "	x 6-8	3.00	18.00
" " " " " " " " " "	xx 12-18	15.00	140.00
" " " " " " " " " "	xx 18-24	20.00	190.00
Tsuga Canadensis " " " " " "	x 6-8	13.50	125.00
" " " " " " " " " "	x 8-10	15.00	140.00

o—Indicates never transplanted. Suitable for bedding out.

Each x—Indicates one transplanting.

SEND FOR COMPLETE TRADE LIST

The D. Hill Nursery Co., Box 402 Dundee, Illinois.

Evergreen Specialists - Largest Growers in America

BERBERRY SEEDLINGS

(OUR SPECIALTY)

Ampelopsis Veitchii—{ Seedlings
Transplants

Ibota Privet Seedlings

Let us quote on your requirements

C. E. WILSON & COMPANY
Manchester, Connecticut

Report of Committee on Nomenclature A. A. N.

Your chairman is Secretary of the American Joint Committee on Horticultural Nomenclature and a member of the Sub-committee doing the actual work of preparing the new Official Catalog of Standardized Plant Names; the other members of this sub-committee are United States Botanist Dr. Frederick V. Coville and Frederick Law Olmsted; while the chairman of the Joint Committee, J. Horace McFarland has been in constant consultation with this Sub-committee.

The Sub-committee has finished its labors so far as preparing the initial copy for the forthcoming edition is concerned, and now follows the job of printing and distributing.

This Sub-committee has spent literally months in a most difficult, trying and laborious task, that both scientific and common plant names may become standardized in the American Horticultural world, toward the desirable end of making buying easier.

As the Sub-committee got deeper and deeper into this work they began to realize more fully that they were up against a man's size job in every sense of the word and that only by giving solid time in approximately ten day units, would it be accomplished. Even then it would not have been possible to get ready for the printer this spring had not Dr. Frederick V. Coville and the United States Department of Agriculture fully backed up the Committee's work by providing officers and almost unlimited library and office assistance, and the aid of many experts in the Department.

The result is manuscript for a book of probably 500 pages, which the Sub-committee has placed with the McFarland Company for printing, feeling certain this action would be approved by the American Joint Committee; for in the preparation of this semi-technical work, the Sub-committee found it absolutely necessary to have constant advice and help in the matter of type and makeup from the printer who was to print it. Moreover, it was felt that accuracy, so far as humanly possible should be a controlling factor, and that a press that had successfully printed Bailey's monumental Cyclopedia had pre-eminently the required organization.

The amounts subscribed by the constituent organization of the American Joint Committee has sufficed to pay the current expenses of the Committee and there is still a balance of \$377.93 in the treasury of the committee.

But instead of a pamphlet we have a large book, which will cost from \$4,000 to \$6,000 to publish in numbers which will be at all adequate to insure wide enough distribution to accomplish our prime object, namely, universal adoption.

Therefore, it must be immediately decided whether the organizations comprising the American Joint Committee will subscribe enough to finance the undertaking, or failing, will progressive Nurserymen and other horticulturists underwrite the publication? Surely, this burden should not be placed on the Sub-committee who have freely given months of their time to a most exacting and laborious job, that American Horticulture might profit thereby.

Attached to and made a part of this report are printed proof-sheets which show better than I can tell it, just what the new Official Catalog will be. You will see that it is a strictly alphabetical list of common names and Latin names for practically all trees, shrubs, fruits and perennials in the American trade today, and including many new ones which it is expected will soon be introduced to general cultivation.

Special groups supplied by organization, societies, and individuals specially interested in such groups and best fitted to give authentic name lists, appear in alphabetical order, while certain large groups such as fruits, iris, rhododendrons, azaleas and peonies which have extremely large lists of named horticultural varieties will appear suitably arranged in an Appendix.

Labor difficulties and high costs of material have combined to delay typesetting; but with these conditions clearing up, and financing arranged for, the work should reach publication before 1922.

It will be not only an absolutely necessary work of reference in every Nurseryman's office, but a handbook and guide for every live employee in the field. It is a big beginning toward Standardizing Horticultural trade practice in America. Even to those who are entirely commercially minded it will be a godsend—for if it is consistently and intelligently used it means that the Nurseryman and florist really will know what he is growing, advertising and selling; and still more important his customers and prospective customers will also know; and that means tremendously increased business.

Moreover, standardization of scientific and common names means a body-blow to the unscrupulous Nurseryman, making deceit much more difficult, and detection and conviction more certain; and that in turn means more and better business for the honest tradesman.

The American Joint Committee on Horticultural Nomenclature should be a permanent Committee, for many corrections and improvements must be made, and so long as Horticulture progresses so long will new



plants appear and new names be necessary; while hundreds of plants of necessity still must have suitable common names supplied. Registration of new plants and approved names will become a necessity. If we believe in our business, let us waken the fact that if we falter in the standardization of our business Congress and State Legislatures will attempt to do it for us—and disastrously to American Horticulture.

The Sub-committee believes that underwriting this publication is a safe proposition, and that sales that may be reasonably expected should return cost. But if every Nurseryman becomes a booster for the Official Catalog of Standardized Plant Names, sales should be such that the American Joint Committee would have a substantial profit to continue the work now so well begun. It's a business proposition and it's up to you.

For the Committee,
HARLAN P. KELSEY, Chairman.

Prizes for T. C. Thurlow & Sons—The Massachusetts Horticultural society has made awards to the T. C. Thurlow & Sons company for a display of 12 varieties of rhododendron, in which class they won first prize. A gratuity was also awarded the firm for a display of rhododendron, iris and azaleas, and honorable mention for a collection of seedling peonies.

A recent subscriber to our Credit and Information List says:

"Think it the best money we have ever Spent."

For full particulars write

NATIONAL FLORISTS' BOARD OF TRADE
48 Wall St., New York City

STOCKS

ROSA CANINA, 3-5, 5-7, 7-12 m/m
APPLE STOCKS, 3-5, 5-7, 6-10, 7-12

m/m

DOUCIN, 6-10 m/m

QUINCE, 6-10 m/m

RED and BLACK CURRANTS,

2-3 branches

THORN QUICKS, 10-30, 30-60 c/m

Ask for our lowest prices

D. G. DeJONGE'S NURSERIES

Sappemeer, Holland, Europe

SPHAGNUM MOSS STANDARD SIZE

Wire and Burlap Bales, also Bulk

Make arrangements now for your summer and fall supply. Prices right. Write

HANS E. PEDERSEN Warren, Wisc.

YOUNG EVERGREENS

SEEDLINGS--LINING OUT STOCK

We Specialize in

WHITE PINE-NORWAY SPRUCE

Scotch Grove Nursery, Scotch Grove, Iowa

NATIVE BROAD-LEAVED

EVERGREENS

Ornamental Trees,

Shrubs, Vines, Woody and Herbaceous

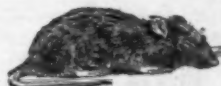
Plants of the Blue Ridge Mountains

Collections to Order in Carload Lots a Specialty.

Correspondence solicited from large planters Ask for Price List.

E. C. ROBBINS, PINEOLA,

Avery County, North Carolina



RID-OF-RATS

The Killing of one single Rat or Mouse now, may mean the destruction of a whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywhere without Risk. Send for full information on Rid-of-Rats and our Other Products. It is Interesting Reading Matter. Price of Rid-of-Rats, \$1.00 per lb., \$1.50 per doz 15c boxes.

THE BERG & BEARD MFG. CO. Inc.
100 Emerson Place Brooklyn, N. Y.

THIS SPACE

\$5.00 per Month, under Yearly Term
Including publication in both

AMERICAN NURSERYMAN

and

AMER. NUR. TRADE BULLETIN

COVERING THE TRADE

\$5.60 per Month for Short Term.

Ampelopsis Veitchii

300000

two year, 10 in. to 5 ft. Extra strong and 12 yr. for retailing and lining out. Some XX heavy tops and roots. Satisfaction in all grades. Superior to general stock, grown thin, so much stronger roots. It is not the cheapest, but the best. Get particulars before purchasing elsewhere.

CHARLES BLACK, Hightstown, New Jersey

NURSERY CATALOGS

"Ready Made" Nursery and Fall Bulb Catalogs, with your name and address on the front cover. Beautifully illustrated, with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for a sample copy. They will greatly increase your sales—and they don't cost much.

CAMPBELL PRINTING COMPANY
917 WALNUT ST. DES MOINES, IOWA

VIGILANCE COMMITTEE REPORT, A. A. N.

(Continued from page 15)

think I voice the opinion of the members of our association generally in condemning the reliable nurserymen who sell them.

"Full many a seedling peach tree grows,
To leaves and limbs and lots of wood,
Its only crop is leaves and lots of scales,
'Twould be an Elberta, if it only could."

Last year our Market Development Committee made an impressive showing by hanging copy of their work half way around this room, trying to show you rather than tell you the thousands of customers they had reached by this method. As the Vigilance Committee backs up the work of our advertising committee, I thought that I could best show you rather than tell you of the past year's work. I wish I could report in just two words, "All's well," but my correspondence comprises forty-six separate files, many files containing several complaints against one firm.

The Vigilance Committee work is constructive criticism and constructive work; you are cussed if you do, and kicked if you don't. Only by a full, free and frank report, calling names of different papers, organizations and firms, could I get you to grasp the importance of this work. As I do not deem it wise to do that, I will briefly outlined some matters that have been

I have attempted to give you within a brief space of time an accurate and fair picture of the types of complaints which have come to the attention of the Vigilance Committee during the past year. The net result is, perhaps, no worse than would be true of other forms of business in which the customer is seldom seen face to face. But, it is far worse than it ought to be for the best interests and the future of the nursery business. We ought not to follow but lead in the application of Christian ethics to our business relationships. "TRUSTWORTHY TREES" should become one of the beacon lights of the modern creed of the business world.

Your committee has tried to catch and interpret the spirit of modern trends in business. Everywhere there are signs that co-operation is destined to be a dominant factor in the business of the future. A business such as ours which strikes close to the roots of the American home, which is definitely related to the art of the countryside and the beauty in nature, and which contributes to the food supply of the nation, cannot be a truly great business until it is founded upon the ethical principles of fair dealing and co-operative effort. We must go forward united under the banner which represents our collective characters: "TRUSTWORTHY TREES."

"For when the One GREAT SCORER comes
To write against your name,
He writes not what you won or lost,
But how you played the game."

A Minnesota Slogan

Earl C. Killmer, of the Killmer-Brady Northern Nurseries, St. Paul, Minn., writes: "While we have not yet joined the A. A. N., still we believe it is the solid foundation of the nursery business, its principles are in the right, and right always wins in the end. To the conscious man who intends to make it his life work he is first sure to investigate the principles of the industry before he invests his capital. To attract capital to expand, the business must be above reproach, and this can be done only when that business he enters into is on the square.

"The public should be assured of a square deal, no fence corner methods used, certainly the nurserymen of America should have the confidence of the public. This industry is a great factor in our country's history. We all should follow the ten commandments and have a clear conscience when our work on earth is done. Our slogan to the public is as follows:

"Plant some trees and shrubs each year and leave a monument of your life."

Referred to Chairman Marlatt
The moth's an epicure complete,
The choicest on this earth;
For at a single meal he'll eat
A hundred dollars worth.

—Washington Star.

THE VIGY MAN

Oh, if you are a Nurseryman who thinks
that it is smart,
To ship a man Ben Davis and put "Dutchess"
on the tag;
Or if it's your conception that the highest
business art
Is to send out cut-back seedlings to some
"wild-cat" scalawag;
If you feel that fool "trade ethics" are all
right—upon the floor
Of the once-a-year convention, but you show
them the back door
When they interfere with business, for the
balance of the year—
If that's the way you look at things, then
mind what you're about
For the VIGY-MAN will get you if you don't
watch out!

Oh, maybe you're as "slick as grease"
And know just where to stop;
Or feel "The rest are doing it"—so
you will have to, too;
Swear in two years your apple trees
will give a full-size crop;
Or take your oath that
Norway Spruce will turn to Koster Blue!

Don't make your agents heed such words
as "on the square" or "truth"
Just as they knock the orders out
like batting Baby Ruth—

Now if this shoe is fitting you, I
hope you'll take my tip:
You may be practiced at the game,
and sharp as a Gillette
But WATCH OUT for the VIGY MAN he'll
GET YOU YET.

—Corduroy Ike.

Spencer Bing, of the New National Nursery Company, of McMinnville, reports the sale of 100,000 apple trees to a Michigan concern.

Preparing for Nursery Stock

A recent Bulletin from the U. S. Census Department shows that almost one-half of the gain in number of farms in the United States during the past ten years has been in northern Wisconsin and Minnesota.

To be exact, the number of farms in the United States increased from 1910 to 1920 just 74,708. The gain in Minnesota was 22,450 or approximately thirty per cent of the total; in Wisconsin, 11,999 or about sixteen per cent of the total.

This shows what systematic effort will accomplish. The Agricultural Departments of the Universities of Wisconsin and Minnesota have for several years made extraordinary efforts to get cleared the cut-over lands in the northern parts of their states.

NATIONAL AND DISTRICT NURSERY ASSOCIATIONS

American Association of Nurserymen—
President, M. R. Cashman, Owatonna, Minn.; vice-president, Paul C. Lindley, Pomona, N. C.; treasurer, J. W. Hill, Des Moines, Ia.; secretary, Charles Sizemore, Louisiana, Mo. Executive Committee: Lloyd C. Stark, Louisiana, Mo.; S. W. Crowell, Roseacres, Miss.; Earl D. Needham, Des Moines, Ia.; Robert Pyle, West Grove, Pa.; W. C. Reed, Vincennes, Ind. 1922 Convention, Detroit, Mich., fourth Wednesday in June.

Western Association of Nurserymen—
President E. P. Bernardin, Parsons, Kan.; vice-president E. H. Smith, York, Neb.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind.

Pacific Coast Association of Nurserymen—
Pres., F. H. Burtlehaus, Sumner, Wash.; vice-presidents, A. A. Kelly, Spokane, Wash.; C. B. Miller, Milton, Ore.; J. B. Wagner, Pasadena, Cal.; Richard Layritz, British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-treasurer, C. A. Tonnerson, Burton, Wash. Meets July 12-14, 1921 at Seattle, Wash.

New England Nurserymen's Association—
President, Charles Adams, Springfield, Mass.; vice-president, John K. M. L. Farquhan, Boston, Mass.; secretary, Sheldon Robinson, Lexington, Mass.; treasurer, V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Retail Assn.—
President E. C. Hillborn, Valley City, N. D.; vice-pres., L. J. Tucker, Madison, Wis.; secy-treas., Robert Wedge, Albert Lea, Minn. Annually in Dec.

Southern Nurserymen's Association—
Pres., Paul C. Lindley, Pomona, N. C.; vice-pres., C. A. Simpson, Monticello, Fla.; secy-treas., O. Joe Howard, Hickory, N. C.; 1921 meeting Sept. 7th.

Southwestern Association of Nurserymen—
President J. M. Ramsey, Austin, Tex.; vice-president, N. M. Shive, Cabot, Ark.; secy-treas., George F. Verhalen, Scottsville, Tex. Members executive committee with officers: Jim Parker, Tecumseh, Okla.; E. W. Knox, San Antonio, Tex.

Western Canada Nurserymen's Association—
President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La-Prairie, Man.; secy-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Bremner, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

WANTED—ASSISTANT FOREMAN

Young man with experience in growing a general line of Nursery stock, including fruit and ornamental stock for position as Assistant Foreman. Give references and complete information first letter.

McKAY NURSERY CO.,
Madison, Wis.

Nurseries at Waterloo, Wis.

Special for Spring

Cornus Elegantisima, 2-3 and 3-4 ft.
Also Shrubs and Herbaceous Plants
in good assortment.

T. R. NORMAN, Painesville, Ohio

TREES AND PLANTS

A full line of fruit trees in variety, and small fruit plants, for delivery Fall of 1921. Send us your want list.

BENEDICT NURSERY CO.

185 E. 87th St., N., Portland, Oregon

1917-1918 EDITION AMERICAN NURSERY TRADE DIRECTORY

A Few Copies May Still Be Obtained
\$1.00 per copy, post paid.

AMERICAN FRUITS PUBG. COMPANY

Salesmen, the Greatest Asset to the Nursery Business

By M. R. Cashman, Owatonna, Minn.

There is no greater force for development in any line of business in America today than salesmanship—it is salesmanship that usually measures the progress and success of any firm or organization handling products necessary for food or the construction of industries. Men go into business for the primary reason of making money, they either manufacture their line or they buy it and in turn undertake to sell it to the public at a margin of profit sufficiently large to not only pay their overhead and initial expense, but also to secure a margin of profit for reserve. The supply in ordinary times is always ample but the demand is materially influenced by substantial and efficient methods of selling.

There are many products finding ready market in this country today that a few years ago were scarcely known and unprofitably produced on account of a poor market. We cannot say that such products are of any more value or have become any more a necessity, consequently we must attribute the increased demand for them to more efficient methods of selling. Necessity is stated to be the mother of invention—we admit that it is, but in this generation we more often find invention the mother of necessity. Primitive living demands only enough food to sustain life, but 20th century living brought about by salesmanship demands scientific feeding, elegant clothing, palatial housing with every comfort and convenience conceived by the mind of man for our daily accommodation.

Great changes have been wrought during the past decade and today we stand convinced that we have been sold our habits, our customs and our extravagant tastes; we have even been sold our religion for the preachers of the gospel are salesmen and their greatness and salary is measured by the effectiveness of their salesmanship. The teachers in our public schools are salesmen and mold the minds and characters of our future citizens. Our lecturers, public speakers, editors and politicians are all salesmen contributing either in a good or bad way toward molding public sentiment. Salesmanship is the potent factor not only in shaping our destiny but also in developing the business of the world.

The Nursery business is no exception in the requirement of salesmanship, in fact, the Nurserymen are wholly dependent upon the success of well organized selling campaigns for the marketing of their product. We have not often been confronted with an under-production of horticultural stocks, but we have very often found the market over-supplied and the demand insufficient to absorb the surplus. I feel sure that the matter of production is not the problem confronting the nursery business today and production can be effected only by the energies expended in the marketing of our product. Nurserymen have been concerned in market development for sometime past through the combined efforts of growers and we have every reason to expect that and dealers, nursery sales will be materially enlarged.

Most Effective Selling Methods

Many retail nurserymen depend entirely upon publicity and a catalog through which to sell their product, while others use traveling salesmen with both liberal or limited publicity as the case may be. Both methods employ salesmanship and we have examples of success and failure in each, but my observation leads me to believe that a personal interview with a prospective buyer is unquestionably the most effective method of getting business. The salesman on the ground has all the advantage in putting over a sale, he is there to answer all questions and comply with all requirements—not only that, but his personal influence if he has proper salesmanship qualifications usually results in a larger order than the purchaser originally intended to buy.

The traveling salesman brings the nurseryman and the buyer in closer contact and if he is the right kind, he establishes a friendly relation that creates more and increased business year after year. A satisfied customer is usually pleased to have the salesman make his annual call and very

seldom refuses to give another order that would not be given were it not for the fact that the salesman made a personal visit. The traveling salesman makes a thorough house-to-house canvass in the territory he is assigned to and by intelligent arguments used in his canvass, creates a more lasting impression in favor of fruit-growing and ornamental planting than could possibly be done in any other manner.

I do not mean to imply that the personal interview would not be augmented by newspaper or other publicity, but I can safely say without fear of contradiction that the salesman on the ground not only dispels all hesitation on the part of the buyer to give an order, but he usually enlarges it very materially over the original quantity the purchaser planned to buy. There are thousands of orchards, groves and landscape plantings flourishing in all sections of the country that would never have been planted were it not for the traveling salesman. The salesman is really the main avenue of out-put for nursery products. Sometimes he fails to make a sale, but often where he fails to secure an order, he creates a demand for fruit trees or ornamental stock that results in an order being sent by mail to a catalog or mail order concern.

The traveling salesman has come in for a great deal of abuse and ridicule from many sources, but if you study the cause, you will discover that the fellow with the hammer usually has advertising space to sell or conducts a mail order house with no agent. A great deal of complaint is also made against traveling agents because stock arrived in poor condition or failed to grow and sometimes proved untrue to name, but if this is analyzed, it will be readily seen that the agent was not the one to blame. A salesman cannot purify the methods and policies of his concern or employer, although he has often been compelled to shoulder the blame and abuse that rightfully belonged to the nursery which he represented. Retail men have been endeavoring to improve the class of salesmen that they employ, and the present day salesmen employed in the nursery business I believe will compare in character and business ability very favorably with those engaged in other lines. Put your nursery business on the same standard of ethics and practice that those engaged in other lines have done, and you will have no trouble in securing a type of salesmen that will be a credit to the business. We need publicity to sell our wares, but above all, we need the traveling salesman for without him we perish.

It is irritating to note the attitude displayed by many of our high class farm papers toward the "nursery agent" as he is called; they never say anything good about him and hold out no encouragement to any bright young man contemplating to take up the selling of nursery stock as an occupation. The nursery agent, in their opinion, is a black-leg and the business is not elevating; he is pictured as a liar, a confidence-man, a holdup artist, in fact, anything but a gentleman. Why is this—is there any reason for it? Perhaps in olden days the character of the average nursery salesman might have been questioned. I have heard many derogatory stories about the pioneer nursery agent, but those fellows are not with us now. Nurserymen are just as anxious to employ energetic and competent salesmen, who will build up their business among their customers, as they are to employ competent men in the office or in the growing department. Honesty and efficiency are the corner-stones for any successful business and nurserymen realize that these virtues are just as essential in the sales department as they are in any other.

I have had considerable experience with nursery salesmen and I have found that the man who produces the greatest volume of business is the salesman who takes pride in serving his customers honestly. Why should not the nursery business be as attractive to a young man looking for a position as salesman as any other line? I believe it should be, and more so, for the nursery salesman is the means of causing more fruit to be produced, more beauty to

be added to the home through the planting of trees and shrubs, all of which makes a community a better place in which to live. More attention has been given to the production of valuable fruits, beautiful shrubs and trees than has been employed in the dissemination and distribution of them to the public, but if the nursery business is to expand, the traveling salesman must come in for more encouragement and more protection.

The past two years has brought about a higher degree of standardization in prices and values, which of course, is encouraging from a retailer's standpoint, and if standards are maintained with honest values as they are in most other lines of trade, it will result in attracting more high-class salesmen, which means more planting by the public.

I have studied the methods employed by both big and small business in regard to the successful distribution of their goods, and I have observed that regardless of publicity, regardless of the public demand for everyday necessities and non-essentials that the last trump card to be played in the making of a deal big or small is to send a man direct to the buyer to secure if possible his name on the dotted line.

Every man within the hearing of my voice has expended from \$100 to perhaps several thousand dollars during the past year for something that he would not have purchased if some salesman had not visited him and sold it to him. I might mention hundreds of great companies and corporations, many of whom have a monopoly on the goods that they manufacture, all of them buying expensive space in newspapers, periodicals and magazines, but they all employ traveling salesmen who sell the greatest part of their output.

Gentlemen, the future success of our business depends entirely upon making the nursery agent's job an attractive and honorable profession. We must protect him by standardizing our prices, improving our methods and by eliminating every questionable practice that can possibly exist in the nursery business. We need the nursery salesman, he is our one and only hope. Build your business around him and it will be a success.

M. R. CASHMAN.

Quarantine Regulations

The Federal Horticultural Board has revised packing requirements as follows:

Where any packing material is needed for the safety of nursery stock, plants and seeds, other than as provided for above, for bulbs and corms, such materials as spagnum, cocoanut fiber, straw, chaff, excelsior, shavings, saw dust, charcoal and ground peat may be used. Such packing material must not have been previously used as packing or otherwise in connection with living plants and must be free from sand, soil or earth and must be so certified by the duly authorized inspector of the country of origin.

Authority for the use of any other packing materials will be granted on the determination of the board that such materials do not involve a risk of introducing insect pests or plant diseases.

A CASH PROPOSITION

Readers of the "American Nut Journal" who are in a position to procure subscriptions for this publication may learn of our cash proposition by communicating with the General Manager, 125 Ellwanger & Barry building, Rochester, N. Y.

A rate of \$1.50 a hundred pounds on apples, without storing in transit privileges, will be made effective September 1 from Pacific coast terminals and intermediate points to eastern defined territories, which include Colorado common points and nearly all points east to the Atlantic seaboard.

J. M. Byrd, Johnson City, Tenn., recently appointed orchard and nursery inspector, has been sworn in and begun work.

Report of the Committee on Standardization

So far as I am aware, I am the only member of this committee to be appointed. Through some misunderstanding this committee was overlooked, and only a few weeks before the date fixed for this convention the undersigned was asked by President Stark to make some sort of report. It was with great reluctance that I at last consented to do so, but I felt the matter of Standardization of Nursery Trade Practice was of transcendent importance to this organization, and that a few recommendations made at this time might serve as a basis or starting point for a live committee the coming year.

The standardization of Plant Names has at last reached a satisfactory stage of progress, and this is good so far as it goes, but is only one phase of standardization in our business.

With the ever increasing tendency of Legislative bodies to prescribe business rules of conduct, would it not be the part of wisdom to beat them to it and establish uniform rules and methods for ourselves, at least tending to make legislative action appear more unnecessary.

But we need standardization for greater reasons—to make buying and selling easier and minimize business misunderstandings; to enable us to grow stock of standard sizes and grades; to ensure receiving and delivering stock that will be according to written order, thus protecting both buyer and seller; to print readable and understandable catalogs; and in general as an aid to better and more profitable business.

A Los Angeles jury has recently awarded a local trucker \$4,000 damages against a well known California seed house for delivering \$48 worth of celery seed untrue to name, the usual non-warranty clause failing

to protect the seedsmen for this large amount in excess of the cost of the seeds.

Is a non-warranty clause advisable and is it possible to devise one that protects? This is one important question for a standardization committee to consider.

The nurserymen of Illinois are making a worthy attempt to standardize cost and accounting methods. We wish them success; but to me there are many other phases of standardization that need attention before comparative costs can be intelligently considered; and chief of these is stock grading.

The Chicago Bulb Forcers Association has adopted a uniform order blank or agreement for use in its dealings with Holland bulb growers. They not only stipulate terms of purchase and payment, but attempt to standardize the quality of bulbs to be supplied, as well as methods of shipment and delivery.

A large southern Nursery firm recently protested to Secretary Watson the practice of a certain Nurseryman in quoting "oversize" on fruit trees, such as:

Peaches—2 ft. 10 in., 3 ft. 6 in.,

4 ft. 1 in., 4 ft. 8 in.

Apples—2 ft. 6 in., etc.

Peaches—1 ft. 10 in., etc.

"while still another western concern is grading trees, 1 to 2½ ft.; 2 to 3½ ft.; 2 to 4 ft.; 4½ to 6 ft., etc."

They further say, "as you know, there is no Nursery scale which justifies grading in such a manner. Such grading confuses the purchaser of Nursery stock. We believe that if each and every catalog house would use the same grade in selling it would greatly facilitate matters."

Well why don't we? Probably because we are too much like the devil thought Ben Butler was when he refused him admission to hell and handing him a shovel full of coals told him to go away and have a little hell of his own. Co-operation even in hell seems to be very desirable.

In a recent number of the magazine called "Business" there is an article entitled "The National Shell Game—Let us standardize on a few honest Containers." A typical statement reads, "There are as many varieties of cabbage crates as there are varieties of cabbage." The horticulturist again gets a black eye and it is little consolation to learn that the merchant gets his black eye too.

Some specific things in Nursery Trade and Horticultural Practice that need Standardizing.

1. Standard rules and methods for growing and grading Nursery stock, including caliper, balling, height of limbs from ground, etc., etc.
 2. Meaning of all trade terms and words describing Nursery stock, such as clumps, whip, field grown, B&B, 1 year, buds, etc., etc.
 3. Methods of packing and shipping.
 4. Color chart.
 5. List of General Terms and abbreviations used in catalogs, shipping, etc.
 6. Sales and Collection methods, etc.
- Fruit trees, ornamental trees, shrubs, roses, herbaceous perennials, bulbs, green-

house plants, florist plants, each need carefully to be considered by those specializing in them, and so a committee should represent the leading horticultural lines and certainly different sections of the country. It may or may not be possible to agree on a fruit tree standard for East and West, owing to climatic or soil conditions; but, if not, it will at least be feasible to agree on different standards to be adopted and published in parallel.

Considerable material has been compiled by the writer on this subject and this is available for use by next year's committee.

I recommend that a Committee on Standardization and Abbreviations of not less than 3 or more than 5 be appointed for the coming year and that an amount of not less than \$1,000 be made available for the use of such committee for expenses. That such committee be instructed to prepare and print a preliminary report, to be sent in proof form to each member of the American Association of Nurserymen, not later than February 1, 1922, with a request for suggestions.

That thereafter a revised report be prepared and printed to be submitted at the next annual convention for discussion, revision, and adoption.

HARLAN P. KELSEY, Chairman.

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LITERATURE

Downing's Landscape Gardening—Revised by Frank A. Waugh, Professor of Landscape Gardening, Head of Department, Head of Division of Horticulture, Massachusetts Agricultural College. Tenth edition. Cloth; 439 pages, 6x9 in., 48 illustrations; postpaid, \$6.00. New York: John Wiley & Sons, London: Chapman & Hall.

Alexander Jackson Downing was the father of landscape gardening in America. His treatise passing through nine editions, has long been out of print and much sought after. This is tenth edition, in which his views are fully set forth and logically arranged, with particular regard to their application to present day conditions. Many chapters from Downing's Rural Essays are included in the new edition. We have had numerous inquiries for Downing's standard work and are glad to be able to supply it now. It will be sent upon ten days' approval if desired.

We presume most of our readers are acquainted with the handsome publication, *House and Garden*, published in New York City by Conde Nast, edited by Richardson Wright and connected with which is Joseph J. Lane, well known in the Nursery Trade. The publishers have issued the *House and Garden's Book of Gardens* 9½x12½ in., bound in cloth embossed in gilt, containing more than four hundred illustrations of special flower types, plans and suggestions for landscape work, a complete gardeners' calendar of the year's activities, planting and spraying tables and a portfolio of beautiful gardens in varied sections of the United States and foreign countries. It is the last named feature which will be particularly attractive to Nurserymen. From the beautiful frontispiece, "The Road to Arcady," to the full page, striking effect

of "The Charm of Old Boxwood" at page 120, there is a procession of remarkable landscape effects admirably executed in the original and faithfully reproduced by the engraver's art. Most of the pages constitute studies of great worth to the landscape architect, the great variety affording almost unending opportunity for taking advantage of natural or artificial conditions. The text is replete with interest and information. This volume will do more than grace a Nurseryman's desk,—it will be a highly practical aid. The price is \$5.00.

The third number of the second volume of the *Journal of Pomology*, edited by Edward A. Bunyard, F. L. S., and published by George Bunyard & Co., Ltd., Royal Nurseries, Maidstone, England, a quarterly, contains articles of a high order by M. B. Crane on "Breeding Plums"; by R. G. Hatton, on "The Running Out of Black Currants"; by Fred V. Theobald on "The Woolly Aphid of the Apple and Elm," some correspondence and notes on recent research. The journal is a valuable addition to horticultural literature. The articles are profusely illustrated.

Recent Publications—"Sixteenth biennial report of the Oregon State Board of Horticulture, for 1921," Henry E. Dosch, secretary; an unusually interesting complete and valuable report on the activities of a live organization in a progressive state. "Transactions of the Peninsula Horticultural Society, 1921," Wesley Webb, secretary. Illustrated catalogue of the Old Farm Nurseries, H. den Ouden & Son, Boskoop, Holland, an unusually fine production illustrative of one of the largest and best known Holland Nurseries. Catalogue of C. A. Nobelius & Sons, Ganbrook Nurseries, Emerald, Victoria, Australia, general Nursery stock. Facts and Figures of the Automobile Industry, National Automobile Chamber of Commerce, New York city. Economics of Highway Transport, Roy D. Chapin. Bulletin of

Peony News, No. 14, Symposium Number, A. P. Saunders, Clinton, N. Y., secretary, containing valuable general list. American Association of Nurserymen Proceedings of the Forty-fifth Annual Convention, Chicago, Ill., June 1920, John Watson, secretary.

Origin of Henderson Co., Ky. Fruit—"The apple growing industry in Henderson county was started when Rev. E. McCullom, on account of failing health, retired from the ministry and moved to Henderson, purchasing a small farm of about 60 acres," says the president of the Kentucky Hort. Society. "At that time it was said that he had paid too much money for the farm and could never make a living on it. This was about 26 years ago.

"Mr. McCullom was so successful that other orchards were started and Henderson has some 60,000 to 75,000 trees set out with the largest part of them bearing. We have had in cold storage as many as 40,000 barrels of apples from one crop and with the large number of trees which have recently come into bearing a productive year will give us a pack of close to 100,000 barrels.

"In addition to the apple industry, a number of peach orchards have been planted and more are being planted."

PRESERVE YOUR FILES

If you have not been in the habit of preserving in consecutive order your copies of the *American Nurseryman*, permit us to suggest the advisability of doing so, commencing with the January issue this year. Such a file of a Trade Journal of this character will often prove invaluable for reference.

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Cultural Topics

Planting Evergreen Seeds

Responding to the query of one of our readers, John Dunbar, assistant superintendent of parks, Rochester, N. Y., says:

"The cones of spruces and firs are gathered in the autumn as soon as ripe. Placed in a dry room on a sheet, the cones will open up and the seeds fall out. The seeds can be sown at once in 'flats' on a greenhouse bench where they will germinate in a few weeks. If this is not convenient, the seeds can be stratified in dry sand, and kept in a cold cellar, and sown broadcast in a bed of soil in the spring, and protected with lattice shading from the sun the first season.

"The different Rhododendron species can readily be raised from seeds sown as soon as ripe in 'flats' in a greenhouse, and they will come true. The different named varieties and hybrids must be grafted on potted stocks in the greenhouse in winter, as they will not come true from seed."

Referred to Vigilance Committee

An Associated Press despatch from Tampa, Fla., June 11th, said:

An everbearing orange tree which citrus fruit growers believe is destined to revolutionize the orange industry of the state if not the entire country, has been discovered by horticulturists in a small grove at Avon Park, near here, and to protect the specimen its purchasers have placed around it a heavy wire fence twenty feet in height and stationed guards day and night.

The tree has been in bearing continuously eight years but until recently its existence was known only to a few of the general neighbors who, according to citrus experts, did not realize its value but regarded it merely as a freak of nature. Several of south Florida's largest citrus growers have organized a syndicate, purchased the tree, leased the ground upon which it stands and already are taking steps to develop its possibilities by propagating it through budwood, with the expectation of having 250,000 trees ready for setting out in groves by 1923.

The ever-bearing tree is about fifteen years old but its origin is a mystery. Like the famous Temple orange tree discovered some years ago on the estate of the late W. C. Temple, one time National League baseball magnate, the new specimen stands alone as the first of an entirely new branch of the citrus family and its owners believe it will bring forth stock true to the parent tree and, as in the case of the Temple tree, be worth millions to the men who had the foresight to grasp its possibilities.

Apparently authentic records show that for eight years the tree has bloomed and borne fruit continuously and that at no time during that period has it failed to have blossoms and fruit at all stages of maturity. In outward appearance the fruit is a Valencia except that it is slightly more oblong than that variety. The meat in texture and flavor is that of a perfect Valencia, the variety that brings the top price in the markets.

The everbearing Florida lemon has been common for many years but citrus experts here declare they never before have known of an ever-bearing orange.

W. C. Himebaugh, Centreville, Pa., recently planted 1300 black walnut trees on his farm.

The gypsy moth, which a year ago threatened to become a serious menace in Pennsylvania, is now believed to be under control.

Somerville, Tenn., will make large plantings of strawberry plants next spring.

Cutting the Claws of the Wild Cat Tree Dealer

JOHN FRASER, Jr., Before Western Association of Nurserymen

The subject allotted to me, "Cutting the Claws of the Wild Cat Tree Dealer," has proven to be a very difficult one for me for several reasons. In the first place I have always believed in the saying that one must be full of his subject in order to do it justice, and I leave it to you to consider how in the world I could be full of wild-cat at this time. Furthermore, this cutting of claws is a new occupation for me—far be it from me to become the manicurist for a feline, and that a wild cat.

Seriously, I find that the good work of our friend, Paul Lindley, is beginning to show a telling effect on this menace to the Nursery and furthermore, the co-operation of the general has already produced good results.

The planters are learning that quality comes first, and experience has taught us that honest representation and square dealing by the Nurserymen is the only way the Nursery business can gain and hold the respect that is its due.

This Association has set its standards high, but it will take concerted effort for us to reach the goal. All of us, no doubt, have theories that we would like to see proven, but the harm that a wild-cat Nurseryman does to legitimate Nurserymen is no longer a theory but a concrete fact—a menace which must be dealt with as expeditiously as possible.

Two or three weeks ago the concern I represent received a letter from a man who lives in one of the Southern States. The last paragraph of this letter was as follows:

"Any reputable Nursery that will give these growers the right kind of treatment can get lots of business in this country." Other communities have had similar experiences.

It is a noble thing to manufacture or grow something that becomes of real service to mankind, and it isn't right for one set of men to work day and night to build up and elevate a business and another set of men be allowed to operate in the territory, in which the confidence of the people has been gained by fair treatment from legitimate nurserymen, just long enough to sell and collect for inferior stock and skip out before they are caught up with, thus gaining by the reputation already established by someone else.

A man who has had eleven years' experience as a fruit tree salesman came to us not long ago and asked if we would let him act as our agent in a certain territory in Georgia. He stated that he had been working for a reputable nurseryman who had always furnished trees true to name, but simply because this nurseryman lived and operated a Nursery in the same state in which a generally suspected bunch of wild-cat-dealers lived and operated there was a certain section of Georgia in which he couldn't sell a tree, no matter how eloquently he praised the stock of the nurseryman for whom he worked.

This story, my friends, is a clean-cut example of an honest Nurseryman having to stand punishment which wasn't his due.

We may, in a way, pity the wild-cat-dealer and hesitate to come out in the open and tell what we know, but we can stiffen our weak knees when we hear him yowl with the thought that action is what counts and all the theories in the world won't bring back the confidence of a mistreated people, and as long as we hesitate to wage organized warfare against this class of order-takers just so long will they "flourish like a green bay tree," and we, not they, will take the punishment. We have all felt the dissatisfaction left along the trail of the wild-cat-tree-dealer.

It should be, and is, the aim of this Association to encourage and elevate in every way possible the ethics of the Nurserymen of America, but ethics shouldn't keep us from meting out some form of punishment to the unethical dealer. Let him play the game fairly. The business of growing nursery stock can never reach the plane the Association would like to place it upon until the customer reaches the point where he feels when he buys a tree, goes to the ex-

pense of planting and cultivating it, that when it reaches maturity it will bear fruit true to name. Or, in case an honest mistake is made, and the best organized concerns make mistakes, the error will be adjusted in a manner as satisfactory to the customer as is possible.

We, an organized body of people meet once a year, elect officers, go back to our respective homes, become interested in business, and when some infamous workings, such as the Mississippi affair is brought to light, are prone to beat on the desk and wonder what in thunder the Associations are for anyway.

Of course we all know the main thing to do is make it unlawful for anyone to sell cut-back or seedling pecans for budded or grafted pecans; seedling peach trees for budded trees and any other stock that isn't as represented, but to do this we will have to pull together. Co-operate with your State Horticulturist. Advertise the unscrupulous nurseryman or fruit tree dealer; if you find the goods on him go after him—publicity is what he needs. Possibly the Association, through farm papers, could ascertain the names of people who have been "stung," and then through the same medium, after having secured these names, ask for the names of the men from whom they bought. It should also be the duty of the Association to furnish its members with a list of the names of these unscrupulous dealers. CO-OPERATION should be the slogan in this instance, or, as Kipling expresses the thought:

"It ain't the individual nor the army as a whole,
But the everlasting team-work of every bloomin' soul."

The various states' authorities and the home demonstration agents—throughout the Southern States particularly—have done much during the past fall to educate the public through what channels to buy nursery stock, and to avoid the "horse-and-buggy-nurseryman" who makes his living traveling through the country selling seedling peach and pecan trees to say nothing of the incorrectly labeled trees. The farm journals and trade papers are doing their part. In my opinion one of the best ways to eliminate this dealer is to cut off his source of supply entirely, or, in other words, make it impossible for him to do any business.

It has been said that a cat has nine lives. Let us hope that the wild-cat-tree-dealer is living his ninth one now, and that by our combined and untiring efforts he will soon fall and find no place to land on his feet.

A BILLION DOLLAR INDUSTRY

THE horticultural interests of the United States comprise one of the basic industries of the country. The approximate commercial value of the product derived therefrom is fully \$1,000,000,000 annually, according to the estimate of the National Congress of Horticulture, the successor of which is the American Pomological Society. The welfare of the whole people of the United States depends largely upon the fostering and developing of these interests.

Scientific, systematic, practical, effective and adequate endeavor to promote this industry starts in the nursery of the country which represent an investment of \$25,000,000. The activities of orchardists and landscape planters are inseparably connected with those of nurserymen and are recorded in close association in this publication.

The "American Nurseryman" represents in the highest degree every worthy movement for the development of this great field and has earned its title of THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE.

O. W. Johnson, Geneva, O., is the president of the National Grape Growers Association.

Heikes-Huntsville-Trees



We have completed our shipping for the season and are glad to report a good clean-up

Our stands are good and we expect to have a dandy lot of our stock to offer for delivery next fall and spring.

The Huntsville Wholesale Nurseries, Inc.
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Nursery Trade Publicity

On the 1st and 15th

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Fraxinus americana

(White Ash)

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(Lombardy Poplar)

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Early and late varieties of all kinds. Raspberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, etc. for planting. Catalogue sent free.
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Remember the Mid-Month Issue of the

AMERICAN

Nursery Trade Bulletin

FOR TRADE ANNOUNCEMENTS

Forms close on the 12th.

39 State St.

ROCHESTER, N. Y.

Indiana Roses for California—On June 8th the Joseph Hill Company, Richmond, Ind., shipped 50,000 roses to California by refrigerated express. They included most of the new varieties originated by the company. The shipment establishes a precedent in Indiana, as hitherto California has been regarded as the home of roses. The use of a refrigerator car for a rose shipment also establishes a precedent for the transportation of Indiana roses, for it is the first time such a car has been used for the purpose in the State.

Southern Pine Beetle—The Southern pine beetle is the most destructive enemy of the pines of all species in the Southern States, from Pennsylvania to Texas, says A. D. Hopkins, forest entomologist, in charge of forest insect investigations, United States Department of Agriculture. He says it has killed more merchantable-sized timber during the last thirty years than has died from all other causes combined. Between 1890 and 1893 it killed very large percentage of the yellow, pitch and white pines of West Virginia and Virginia, and, since the earliest records in 1842, has killed a vast amount of timber in the Atlantic and Gulf States, most of which has been a total loss.

The prevention of serious outbreaks and the control of this menace to the great timber resources of the South are not only possible but entirely practicable. It is only necessary to cut, and utilize for fuel or lumber during the Fall and Winter months, all trees that die during the late summer and fall, making sure that the bark of the main trunk is burned, says Mr. Hopkins.

Estill county, Kentucky, has set out to be a fruit county. Much planting will be done this fall.

Horticulturists of York county, Pa., and of Allen county, Ind., are organizing.

The apple crop in British Columbia this year is expected to be about 50 per cent larger than last year, partly due to increased acreage and in part to a better system of irrigation. The strawberry crop will also be much heavier.

The peach crop in Georgia will be about 65 per cent of a full crop.

STOCKS

Apple seedl. 6/10, transpl. 7/12
Pear " 6/10, " 6/10
Doucain 6/10, Paradise 6/10
Manetti 6/10
Rosa canina 3/5-5/7-7/12

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